## FOR IMMEDIATE RELEASE

## THE CHILDREN'S PLACE REPORTS FOURTH QUARTER AND FISCAL 2012 RESULTS

## Issues Guidance for First Quarter and Fiscal 2013

Secaucus, New Jersey - March 26, 2013 - The Children's Place Retail Stores, Inc. (Nasdaq: PLCE), the largest pure-play children's specialty apparel retailer in North America, today announced financial results for the fourth quarter and fiscal 2012 periods ended February 2, 2013.

President and Chief Executive Officer Jane Elfers commented, "We continued to make significant progress during 2012 and had a strong finish to the year. We delivered record sales of $\$ 1.8$ billion in fiscal 2012 and a $2 \%$ increase in comparable retail sales. Non-GAAP earnings per share increased $11 \%$ to $\$ 3.23$. In addition, we generated $\$ 205$ million in cash from operations during the year and returned approximately $\$ 89$ million to shareholders through our share buyback program.
"For the fourth quarter, comparable retail sales increased 4.3\%, non-GAAP operating income increased $65 \%$ and non-GAAP earnings increased $32 \%$ to $\$ 1.15$ per diluted share," Ms. Elfers said.

## Net Income and EPS

The Company announced on February 26, 2013 that it was changing its accounting policy to report its inventory on the cost method instead of the retail inventory method and that it will capitalize additional supply chain costs instead of reporting them as period expenses, effective in the fourth quarter. The Company is reporting fourth quarter and fiscal 2012 results under both the new and previous accounting policies to facilitate comparisons between the two accounting methods. In this press release the term (i) "cost method" reflects the change in accounting principle to report inventory on the cost method and the capitalization of additional supply chain costs, (ii) "adjusted" refers to results in prior periods which have been adjusted to reflect the GAAP cost method, and (iii) "Non-GAAP" refers to results which exclude transactions which the Company believes are not indicative of the performance of its core business. The Company believes that by providing this supplemental disclosure to investors it will facilitate comparisons of its past and present performance. A reconciliation of net income and earnings per diluted share as reported is included in this press release in Table 3.

Under the cost method, the Company reported net income of $\$ 19.1$ million and earnings per diluted share of $\$ 0.80$ for the fourteen weeks ended February 2, 2013, compared to adjusted net income of $\$ 23.3$ million and adjusted earnings per diluted share of $\$ 0.93$ for the thirteen weeks ended January 28, 2012. For the fifty-three weeks ended February 2, 2013, the Company reported net income of $\$ 63.2$ million and earnings per diluted share of $\$ 2.61$, compared to adjusted net income of $\$ 74.3$ million and adjusted earnings per diluted share of $\$ 2.90$ for the 52-week period ended January 28, 2012.
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## Net Income and EPS - con't

Under the retail method, the Company reported net income of $\$ 22.1$ million and earnings per diluted share of $\$ 0.93$ for the fourteen weeks ended February 2, 2013, compared to net income of $\$ 24.2$ million and earnings per diluted share of $\$ 0.97$ in the thirteen weeks ended January 28, 2012. For the fifty-three weeks ended February 2, 2013, the Company reported net income of $\$ 62.7$ million and earnings per diluted share of $\$ 2.58$, compared to net income of $\$ 77.2$ million and earnings per diluted share of $\$ 3.01$ for the fifty-two weeks ended January 28, 2012.

The results reported above include transactions that the Company believes are not indicative of the performance of its core business. The following table also shows Non-GAAP earnings per diluted share under the retail method excluding such transactions for the fiscal quarters and fiscal years ended February 2, 2013 and January 28, 2012.

|  | Fourth Quarter |  | Fiscal Year |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ |
|  | $\$ 0.80$ | $\$ 0.93$ | $\$ 2.61$ | $\$ 2.90$ |
| Earnings per diluted share under the cost method on a GAAP basis | $\$ 0.13$ | $\$ 0.04$ | $-\$ 0.03$ | $\$ 0.11$ |
| Impact of the change in method of accounting for inventory | $\$ 0.93$ | $\$ 0.97$ | $\$ 2.58$ | $\$ 3.01$ |
| Earnings per diluted share under the retail method | $\$ 0.22$ | $\$ 0.03$ | $\$ 0.65$ | $\$ 0.03$ |
| Add back: Accelerated depreciation for DC closures and remodels; <br> restructuring and other costs |  |  |  |  |
| Remove: Settlement of state tax audits; reversal of prior year's US tax <br> accrual on foreign earnings | - | $-\$ 0.13$ | - | $-\$ 0.12$ |
| Non-GAAP earnings per diluted share under the retail method | $\$ 1.15$ | $\$ 0.87$ | $\$ 3.23$ | $\$ 2.92$ |

## 2012 Results Reported under the Retail Method

## Fourth Quarter 2012

- Net sales, which included $\$ 21.6$ million of sales in the $53^{\text {rd }}$ week, increased $11.3 \%$ to $\$ 509.2$ million, compared to $\$ 457.5$ million the prior year.
- Comparable retail sales, which excluded the $53^{\text {rd }}$ week, increased $4.3 \%$ compared to the prior year.
- Gross profit increased $17.5 \%$ to $\$ 192.7$ million, and increased 200 basis points to $37.8 \%$ of sales.
- Selling, general and administrative expense increased $12.4 \%$ to $\$ 136.1$ million, and deleveraged 20 basis points to $26.7 \%$ of sales.
- Non-GAAP operating income increased $64.8 \%$ to $\$ 38.7$ million, and increased 250 basis points to $7.6 \%$ of sales.
- Non-GAAP net income was $\$ 27.3$ million, a $24.8 \%$ increase compared to the prior year.
- Non-GAAP EPS of $\$ 1.15$ per diluted share compares to $\$ 0.87$ last year, a $32.2 \%$ increase.


## Fiscal 2012 Results

- Net sales, which included the $53^{\text {rd }}$ week, increased $5.5 \%$ to $\$ 1,809.5$, compared to $\$ 1,715.9$ million the prior year.
- Comparable retail sales, which excluded the $53^{\text {rd }}$ week, increased $2.0 \%$ compared to the prior year.
- Gross profit increased $4.0 \%$ to $\$ 690.5$ million, and deleveraged 50 basis points to $38.2 \%$ of sales.
- Non-GAAP selling, general and administrative expense increased $6.2 \%$ to $\$ 507.0$ million, and deleveraged 20 basis points to $28.0 \%$ of sales.


## PLCE - Fourth Quarter and Fiscal Year 2012 Financial Results

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## 2012 Results Reported Under the Retail Method - con't

## Fiscal 2012 Results - con't

- Non-GAAP operating income increased $3.0 \%$ to $\$ 114.3$ million, and deleveraged 20 basis points to $6.3 \%$ of sales.
- Non-GAAP net income was $\$ 78.3$ million, a $4.5 \%$ increase compared to prior year.
- Non-GAAP EPS of $\$ 3.23$ per diluted share compares to $\$ 2.92$ last year, a $10.6 \%$ increase.


## Store Openings and Closures

The Company opened four stores and closed 11 during the fourth quarter of 2012. During fiscal 2012, the Company opened 64 stores and closed 18 , ending the year with 1,095 stores.

## Share Repurchase Program

During the fourth quarter of 2012, the Company repurchased 863 thousand shares for approximately $\$ 41.2$ million. In fiscal 2012, the Company repurchased 1.8 million shares for approximately $\$ 88.9$ million. At the end of fiscal 2012, $\$ 80.4$ million of the $\$ 100$ million share repurchase program authorized in November 2012 remained available for future share repurchases.

## Outlook for 2013 under the Cost Method

With the unfavorable weather and weak macro-economic environment affecting consumer spending quarter-todate, the Company is forecasting Non-GAAP earnings per diluted share will be between $\$ 0.60$ and $\$ 0.65$ for the first quarter of 2013. This compares to Non-GAAP adjusted earnings per diluted share of $\$ 1.14$ in the first quarter of 2012. This guidance assumes negative high-single digit comparable retail sales for the quarter.

For fiscal 2013, the Company is projecting that Non-GAAP earnings per diluted share will be between $\$ 2.90$ and $\$ 3.10$. This compares to Non-GAAP adjusted earnings per diluted share of $\$ 3.25$ in fiscal 2012. This guidance assumes negative low-single digit comparable retail sales for the year.

This earnings guidance assumes that currency exchange rates will remain where they are today. It does not include the impact of potential share repurchases.

## Conference Call Information

The Children's Place will host a conference call to discuss its fourth quarter and fiscal year 2012 results today at 8:30 a.m. Eastern Time. The call will be broadcast live at http://investor.childrensplace.com. An audio archive will be available on the Company's website approximately one hour after the conclusion of the call.

## About The Children's Place Retail Stores, Inc.

The Children's Place is the largest pure-play children's specialty apparel retailer in North America. The Company designs, contracts to manufacture and sells fashionable, high-quality merchandise at value prices, primarily under the proprietary "The Children's Place" brand name. As of February 2, 2013, the Company operated 1,095 stores and an online store at www.childrensplace.com.

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#### Abstract

Forward Looking Statements This press release (and the above referenced call) may contain certain forward-looking statements regarding future circumstances, including statements relating to the Company's positioning, and forecasts regarding store openings and earningsper diluted share. These forward-looking statements are based upon the Company's current expectations and assumptions and are subject to various risks and uncertainties that could cause actual results and performance to differ materially. Some of these risks and uncertainties are described in the Company's filings with the Securities and Exchange Commission, including in the "Risk Factors" section of its annual report on Form 10-K for the fiscal year ended January 28, 2012. Included among the risks and uncertainties that could cause actual results and performance to differ materially are the risk that the Company will be unsuccessful in gauging fashion trends and changing consumer preferences, the risks resulting from the highly competitive nature of the Company's business and its dependence on consumer spending patterns, which may be affected by the continued weakness in the economy or by other factors such as increases in the cost of gasoline and food, the risk that the cost of raw materials or energy prices will increase beyond current expectations or that the Company is unable to offset cost increases through value engineering or price increases, and the uncertainty of weather patterns. Readers are cautioned not to place undue reliance on theseforward-looking statements, which speak only as of the date they were made. The Company undertakes no obligation to release publicly 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. The inclusion of any statement in this release does not constitute an admission by the Company or any other person that the events or circumstances described in such statement are material.


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(Tables Follow)

## Table 1

## THE CHILDREN'S PLACE RETAIL STORES, INC. CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AT COST METHOD <br> (In thousands, except per share amounts) (Unaudited)

|  | Fourth Quarter Ended |  | Fiscal Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { February } 2, \\ 2013 \end{gathered}$ | $\begin{gathered} \text { January } 28, \\ 2012 \end{gathered}$ | $\begin{gathered} \text { February } 2, \\ 2013 \end{gathered}$ | $\begin{gathered} \text { January 28, } \\ 2012 \end{gathered}$ |
|  |  | (As adjusted) |  | (As adjusted) |
| Net sales | \$509,224 | \$457,463 | \$ 1,809,486 | \$ 1,715,862 |
| Cost of sales | 320,667 | 294,843 | 1,118,046 | 1,056,213 |
| Gross profit | 188,557 | 162,620 | 691,440 | 659,649 |
| Selling, general and administrative expenses | 136,089 | 121,088 | 510,918 | 477,425 |
| Asset impairment charges | 215 | 461 | 2,284 | 2,208 |
| Other costs | 6,622 | - | 11,088 | - |
| Depreciation and amortization | 19,712 | 19,851 | 77,435 | 74,573 |
| Operating income | 25,919 | 21,220 | 89,715 | 105,443 |
| Interest (expense), net | 84 | (35) | (20) | (690) |
| Income before taxes | 26,003 | 21,185 | 89,695 | 104,753 |
| Provision for income taxes | 6,875 | $(2,140)$ | 26,452 | 30,408 |
| Net income | \$ 19,128 | \$ 23,325 | \$ 63,243 | \$ 74,345 |
|  |  |  |  |  |
| Earnings per common share |  |  |  |  |
| Basic | \$ 0.81 | \$ 0.94 | \$ 2.63 | \$ 2.92 |
| Diluted | \$ 0.80 | \$ 0.93 | \$ 2.61 | \$ 2.90 |
| Weighted average common shares outstanding |  |  |  |  |
| Basic | 23,541 | 24,834 | 24,092 | 25,459 |
| Diluted | 23,789 | 25,033 | 24,276 | 25,668 |

Table 2
THE CHILDREN'S PLACE RETAIL STORES, INC.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AT RETAIL METHOD
(In thousands, except per share amounts)
(Unaudited)

|  | Fourth Quarter Ended |  | Fiscal Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { February } 2, \\ 2013 \end{gathered}$ | $\begin{gathered} \hline \text { January 28, } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \text { February } 2, \\ 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { January 28, } \\ 2012 \\ \hline \end{gathered}$ |
| Net sales | \$509,224 | \$457,463 | \$ 1,809,486 | \$ 1,715,862 |
| Cost of sales | 316,533 | 293,502 | 1,119,025 | 1,051,649 |
| Gross profit | 192,691 | 163,961 | 690,461 | 664,213 |
| Selling, general and administrative expenses | 136,089 | 121,088 | 510,918 | 477,425 |
| Asset impairment charges | 215 | 461 | 2,284 | 2,208 |
| Other costs | 6,622 | - | 11,088 | - |
| Depreciation and amortization | 19,712 | 19,851 | 77,435 | 74,573 |
| Operating income | 30,053 | 22,561 | 88,736 | 110,007 |
| Interest (expense), net | 84 | (35) | (20) | (690) |
| Income before taxes | 30,137 | 22,526 | 88,716 | 109,317 |
| Provision for income taxes | 8,019 | $(1,700)$ | 25,971 | 32,092 |
| Net income | \$ 22,118 | \$ 24,226 | \$ 62,745 | \$ 77,225 |
| Earnings per common share |  |  |  |  |
| Basic | \$ 0.94 | \$ 0.98 | \$ 2.60 | \$ 3.03 |
| Diluted | \$ 0.93 | \$ 0.97 | \$ 2.58 | \$ 3.01 |
| Weighted average common shares outstanding |  |  |  |  |
| Basic | 23,541 | 24,834 | 24,092 | 25,459 |
| Diluted | 23,789 | 25,033 | 24,276 | 25,668 |

Table 3
THE CHILDREN'S PLACE RETAIL STORES, INC. RECONCILIATION OF NON-GAAP FINANCIAL INFORMATION TO REPORTED AT RETAIL METHOD
(In thousands, except per share amounts)
(Unaudited)

Net sales
Cost of sales
Gross profit
Selling, general and administrative expenses
Restructuring severance/miscellaneous costs
Legal Settlement
Non-GAAP Selling, general and administrative expenses
Asset impairment charges
Store Impairment due to early termination
Non-GAAP Asset impairment charges
Other costs
DC exit costs
Non-GAAP Other costs
Depreciation and amortization
DC exit costs and Canadian store remodels
Non-GAAP Depreciation and amortization
Operating income
Non-GAAP Operating income
Interest (expense), net
Income before taxes
Non-GAAP Income before taxes
Provision for income taxes
Non-GAAP Provision for income taxes
Net income
Non-GAAP Net income

| $\begin{gathered} \text { Fourth Qu } \\ \text { February 2, } \\ 2013 \\ \hline \end{gathered}$ |  | rter | Ended | Fiscal Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { January } 28, \\ 2012 \\ \hline \end{gathered}$ |  |  | $\begin{aligned} & \text { ebruary } 2, \\ & 2013 \\ & \hline \end{aligned}$ |  | January 28, 2012 |
| \$ | 509,224 | \$ | 457,463 |  | 1,809,486 |  | \$1,715,862 |
|  | 316,533 |  | 293,502 |  | 1,119,025 |  | 1,051,649 |
|  | 192,691 |  | 163,961 |  | 690,461 |  | 664,213 |
|  | 136,089 |  | 121,088 |  | 510,918 |  | 477,425 |
|  | - |  | - |  | 2,854 |  | - |
|  | - |  |  |  | 1,087 |  |  |
| 136,089 |  |  | 121,088 |  | 506,977 |  | 477,425 |
| 215 |  |  | 461 |  | 2,284 |  | 2,208 |
| - |  |  |  |  | 1,250 |  | - |
| 215 |  |  | 461 |  | 1,034 |  | 2,208 |
| 6,622 |  |  | - |  | 11,088 |  | - |
| 6,622 |  |  | - |  | 11,088 |  |  |
| - |  |  | - |  | - |  | - |
| 19,712 |  |  | 19,851 |  | 77,435 |  | 74,573 |
| 2,019 |  |  | 922 |  | 9,335 |  | 1,032 |
| 17,693 |  |  | 18,929 |  | 68,100 |  | 73,541 |
| 30,053 |  |  | 22,561 |  | 88,736 |  | 110,007 |
| 38,694 |  |  | 23,483 |  | 114,350 |  | 111,039 |
| 84 |  |  | (35) |  | (20) |  | (690) |
| 30,137 |  |  | 22,526 |  | 88,716 |  | 109,317 |
| 38,778 |  |  | 23,448 |  | 114,330 |  | 110,349 |
| 8,019 |  |  | $(1,700)$ |  | 25,971 |  | 32,092 |
| 11,475 |  |  | 1,579 |  | 35,996 |  | 35,402 |
| 22,118 |  |  | 24,226 |  | 62,745 |  | 77,225 |
| \$ | 27,303 | \$ | 21,869 |  | 78,334 |  | \$ 74,947 |

Non-GAAP Earnings per common share
Basic

| $\$$ | 1.16 | $\$$ | 0.88 | $\$$ | 3.25 | $\$$ | 2.94 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 1.15 | $\$$ | 0.87 | $\$$ | 3.23 | $\$$ | 2.92 |

Weighted average common shares outstanding
Basic

| 23,541 | 24,834 | 24,092 | 25,459 |
| :--- | :--- | :--- | :--- |
| 23,789 | 25,033 | 24,276 | 25,668 |

Table 4
THE CHILDREN'S PLACE RETAIL STORES, INC. CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AT COST METHOD
(In thousands, except per share amounts)
(Unaudited)

Net sales
Cost of sales
Gross profit
Selling, general and administrative expenses
Asset impairment charges
Other costs
Depreciation and amortization
Operating income
Interest (expense), net
Income from continuing operations before income taxes
Provision for income taxes
Income from continuing operations
(Loss) from discontinued operations,
net of income taxes
Net income

## Basic earnings per common share

Income from continuing operations
(Loss) from discontinued operations
Net income
Basic weighted average common shares outstanding
Diluted earnings per common share
Income from continuing operations
(Loss) from discontinued operations
Net income
Diluted weighted average common shares outstanding

Table may not add due to rounding

Table 5
THE CHILDREN'S PLACE RETAIL STORES, INC.

## CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AT COST METHOD

(In thousands, except per share amounts)
(Unaudited)

Net sales
Cost of sales
Gross profit
Selling, general and administrative expenses
Asset impairment charges
Other costs
Depreciation and amortization
Operating income (loss)
Interest (expense), net
Income (loss) before taxes
Provision (benefit) for income taxes
Net income (loss)


Table 6
THE CHILDREN'S PLACE RETAIL STORES, INC.

## RECONCILIATION OF NON-GAAP FINANCIAL INFORMATION TO GAAP AT COST METHOD

(In thousands, except per share amounts)
(Unaudited)

Net sales
Cost of sales
Gross profit
Selling, general and administrative expenses Restructuring severance/miscellaneous costs
Proxy fees
Transition income
Sale of store lease
Tax benefit
Legal Settlement
Settlement of employment
tax audits related to stock options
Non-GAAP Selling, general and administrative
Asset impairment charges
Store Impairment
Non-GAAP Asset impairment charges
Other costs
DC exit costs
Non-GAAP Other costs
Depreciation and amortization
DC exit costs and Canadian store remodels

Non-GAAP Depreciation and amortization
Operating income
Non-GAAP Operating income
Interest (expense), net
Settlement of employment
tax audits related to stock options and other misc
Non-GAAP Interest (expense), net
Income before taxes
Non-GAAP Income before taxes
Provision for income taxes
Non-GAAP Provision for income taxes
Income from continuing operations
Non-GAAP Income from continuing operations
(Loss) from discontinued operations,
net of income taxes
Net income
Non-GAAP Net income

Non-GAAP Basic earnings per common share
Income from continuing operations
(Loss) from discontinued operations
Net income
Basic weighted average common shares outstanding
Non-GAAP Diluted earnings per common share
Income from continuing operations
(Loss) from discontinued operations
Net income
Diluted weighted average common shares outstanding

| $\begin{gathered} \text { February } 2, \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { January } 28, \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { January 29, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { January 30, } \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { January 31, } \\ 2009 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ |  | (As adjusted) |  | (As adjusted) |  | (As adjusted) |  | (As adjusted) |  |
|  | 1,809,486 | , | 1,715,862 | \$ | 1,673,999 | \$ | 1,643,587 | \$ | 1,630,323 |
|  | 1,118,046 |  | 1,056,213 |  | 1,013,878 |  | 991,393 |  | 954,227 |
|  | 691,440 |  | 659,649 |  | 660,121 |  | 652,194 |  | 676,096 |
|  | 510,918 |  | 477,425 |  | 456,558 |  | 456,338 |  | 467,730 |
|  | 2,854 |  | - |  | - |  | 2,805 |  | 3,056 |
|  | - |  | - |  | - |  | 2,054 |  | - |
|  | - |  | - |  | - |  | - |  | $(11,582)$ |
|  | - |  | - |  | - |  | - |  | $(2,300)$ |
|  | - |  | - |  | - |  | - |  | (50) |
|  | 1,087 |  | - |  | - |  | - |  | - |
|  | - |  | - |  | (619) |  | $(3,532)$ |  | - |
|  | 506,977 |  | 477,425 |  | 457,177 |  | 455,011 |  | 478,606 |
|  | 2,284 |  | 2,208 |  | 2,713 |  | 2,200 |  | 6,491 |
|  | 1,250 |  | - |  | - |  | 852 |  | 4,902 |
|  | 1,034 |  | 2,208 |  | 2,713 |  | 1,348 |  | 1,589 |
|  | 11,088 |  | - |  | - |  | - |  | 213 |
|  | 11,088 |  | - |  | - |  | - |  | 213 |
|  | - |  | - |  | - |  | - |  | - |
|  | 77,435 |  | 74,573 |  | 71,640 |  | 71,447 |  | 71,410 |
|  | 9,335 |  | 1,032 |  | - |  | - |  | - |
|  | 68,100 |  | 73,541 |  | 71,640 |  | 71,447 |  | 71,410 |
|  | 89,715 |  | 105,443 |  | 129,210 |  | 122,209 |  | 130,252 |
|  | 115,329 |  | 106,475 |  | 128,591 |  | 124,388 |  | 124,491 |
|  | (20) |  | (690) |  | $(1,530)$ |  | $(5,731)$ |  | $(4,939)$ |
|  | - |  |  |  | 72 |  | (907) |  | - |
|  | (20) |  | (690) |  | $(1,602)$ |  | $(4,824)$ |  | $(4,939)$ |
|  | 89,695 |  | 104,753 |  | 127,680 |  | 116,478 |  | 125,313 |
|  | 115,309 |  | 105,785 |  | 126,989 |  | 119,564 |  | 119,552 |
|  | 26,452 |  | 30,408 |  | 47,920 |  | 32,743 |  | 46,147 |
|  | 36,477 |  | 33,718 |  | 47,644 |  | 48,869 |  | 48,308 |
|  | 63,243 |  | 74,345 |  | 79,760 |  | 83,735 |  | 79,166 |
|  | 78,832 |  | 72,067 |  | 79,345 |  | 70,695 |  | 71,244 |
|  | - |  | - |  | (463) |  | (487) |  | 8,435 |
|  | 63,243 |  | 74,345 |  | 79,297 |  | 83,248 |  | 87,601 |
| \$ | 78,832 | \$ | 72,067 | \$ | 78,882 | \$ | 70,208 | \$ | $\underline{79,679}$ |


| \$ | 3.27 | \$ | 2.83 | \$ | 2.93 | \$ | 2.48 | \$ | $\begin{aligned} & 2.43 \\ & 0.29 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  | - |  | (0.02) |  | (0.02) |  |  |
| \$ | 3.27 | \$ | 2.83 | \$ | 2.91 | \$ | 2.47 | \$ | 2.72 |
|  | 24,092 |  | 25,459 |  | 27,084 |  | 28,463 |  | 29,307 |


| \$ | 3.25 | \$ | 2.81 | \$ | 2.89 | \$ | 2.46 | \$ | 2.41 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - |  | - |  | (0.02) |  | (0.02) |  | 0.29 |  |
| \$ | 3.25 | \$ | 2.81 | \$ | 2.88 | \$ | 2.45 | \$ | 2.70 |
|  | 4,276 |  | 25,668 |  | 27,436 |  | 28,707 |  | 29,548 |

Table 7
THE CHILDREN'S PLACE RETAIL STORES, INC. RECONCILIATION OF NON-GAAP FINANCIAL INFORMATION TO GAAP AT COST METHOD (In thousands, except per share amounts)
(Unaudited)

| Net sales |
| :--- |
| Cost of sales |
| Gross profit |
| Selling, general and administrative expenses |
| Restructuring severance/miscellaneous costs |
| Legal Settlement |
| Non-GAAP Selling, general and administrative |
| expenses |
| Asset impairment charges |
| $\quad$ Store Impairment due to early termination |
| Non-GAAP Asset impairment charges |
| Other costs |
| DC exit costs |
| Non-GAAP Other costs |
| Depreciation and amortization |
| DC exit costs and Canadian store remodels |
| Non-GAAP Depreciation and amortization |
| Operating income (loss) |
| Non-GAAP Operating income (loss) |
| Interest (expense), net |
| Income (loss) before taxes |
| Non-GAAP Income (loss) before taxes |
| Provision (benefit) for income taxes |
| Non-GAAP Provision (benefit) for income taxes |
| Net income (loss) |
| Non-GAAP Net income (loss) |
| Non-GAAP Earnings (loss) per common share |
| Basic |
| Diluted |
| Weighted average common shares outstanding |
| Basic |
| Diluted |


| $\begin{gathered} \text { February } 2, \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { October 27, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { July 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { April } 28, \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { January 28, } \\ 2012 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { October 29, } \\ 2011 \\ \hline \end{gathered}$ |  | July 30, 2011 |  | $\begin{gathered} \text { April 30, } \\ 2011 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (As adjusted) |  | (As adjusted) |  | (As adjusted) |  | (As adjusted) |  | (As adjusted) |  | (As adjusted) |  | (As adjusted) |  |
| \$ | 509,224 | \$ | 500,928 | \$ | 360,826 | \$ | 438,508 | \$ | 457,463 | \$ | 484,085 | \$ | 343,508 | \$ | 430,806 |
|  | 320,667 |  | 291,395 |  | 246,121 |  | 259,863 |  | 294,843 |  | 286,059 |  | 225,934 |  | 249,377 |
|  | 188,557 |  | 209,533 |  | 114,705 |  | 178,645 |  | 162,620 |  | 198,026 |  | 117,574 |  | 181,429 |
|  | 136,089 |  | 131,875 |  | 120,671 |  | 122,283 |  | 121,088 |  | 127,229 |  | 112,446 |  | 116,662 |
|  | - |  | - |  | 164 |  | 2,690 |  | - |  | - |  | - |  | - |
|  | - |  | - |  | 1,087 |  | - |  | - |  | - |  | - |  | - |
|  | 136,089 |  | 131,875 |  | 119,420 |  | 119,593 |  | 121,088 |  | 127,229 |  | 112,446 |  | 116,662 |
|  | 215 |  | 539 |  | 280 |  | 1,250 |  | 461 |  | 369 |  | 980 |  | 398 |
|  | - |  | - |  | - |  | 1,250 |  | - |  | - |  | - |  | - |
|  | 215 |  | 539 |  | 280 |  | - |  | 461 |  | 369 |  | 980 |  | 398 |
|  | 6,622 |  | 570 |  | 3,062 |  | 834 |  | - |  | - |  | - |  | - |
|  | 6,622 |  | 570 |  | 3,062 |  | 834 |  | - |  | - |  | - |  | - |
|  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
|  | 19,712 |  | 23,023 |  | 17,482 |  | 17,218 |  | 19,851 |  | 18,493 |  | 18,478 |  | 17,751 |
|  | 2,019 |  | 5,958 |  | 465 |  | 893 |  | 922 |  | 110 |  | - |  | - |
|  | 17,693 |  | 17,065 |  | 17,017 |  | 16,325 |  | 18,929 |  | 18,383 |  | 18,478 |  | 17,751 |
|  | 25,919 |  | 53,526 |  | $(26,790)$ |  | 37,060 |  | 21,220 |  | 51,935 |  | $(14,330)$ |  | 46,618 |
|  | 34,560 |  | 60,054 |  | $(22,012)$ |  | 42,727 |  | 22,142 |  | 52,045 |  | $(14,330)$ |  | 46,618 |
|  | 84 |  | (23) |  | (30) |  | (51) |  | (35) |  | (70) |  | (314) |  | (271) |
|  | 26,003 |  | 53,503 |  | $(26,820)$ |  | 37,009 |  | 21,185 |  | 51,865 |  | $(14,644)$ |  | 46,347 |
|  | 34,644 |  | $\mathbf{6 0 , 0 3 1}$ |  | $(22,042)$ |  | 42,676 |  | 22,107 |  | 51,975 |  | $(14,644)$ |  | 46,347 |
|  | 6,875 |  | 16,198 |  | $(8,896)$ |  | 12,275 |  | $(2,140)$ |  | 19,728 |  | $(5,757)$ |  | 18,577 |
|  | 10,331 |  | 18,772 |  | $(7,047)$ |  | 14,422 |  | 1,139 |  | 19,759 |  | $(5,757)$ |  | 18,577 |
|  | 19,128 |  | 37,305 |  | $(17,924)$ |  | 24,734 |  | 23,325 |  | 32,137 |  | $(8,887)$ |  | 27,770 |
| \$ | 24,313 | \$ | 41,259 | \$ | $\underline{(14,995)}$ | \$ | $\mathbf{2 8 , 2 5 4}$ | \$ | $\mathbf{2 0 , 9 6 8}$ | \$ | 32,216 | \$ | $(8,887)$ | \$ | 27,770 |
| \$ | 1.03 | \$ | 1.71 | \$ | (0.62) | \$ | 1.15 | \$ | 0.84 | \$ | 1.28 | \$ | (0.35) | \$ | 1.06 |
| \$ | 1.02 | \$ | 1.70 | \$ | (0.62) | \$ | 1.14 | \$ | 0.84 | \$ | 1.27 | \$ | (0.35) | \$ | 1.05 |
|  | 23,541 |  | 24,086 |  | 24,249 |  | 24,535 |  | 24,834 |  | 25,121 |  | 25,738 |  | 26,120 |
|  | 23,789 |  | 24,293 |  | 24,249 |  | 24,691 |  | 25,033 |  | 25,279 |  | 25,738 |  | 26,387 |

## Table 8

THE CHILDREN'S PLACE RETAIL STORES, INC. CONDENSED CONSOLIDATED BALANCE SHEETS
(In thousands)
(Unaudited)
Assets:
Cash and short-term investments
Accounts receivable
Inventories
Other current assets
Total current assets

Property and equipment, net
Other assets, net
Total assets

## Liabilities and Stockholders' Equity:

Accounts payable
Accrued expenses and other current liabilities Total current liabilities

Other liabilities
Total liabilities

Stockholders' equity
Total liabilities and stockholders' equity

## COST METHOD

| $\begin{gathered} \text { February } 2, \\ 2013 \end{gathered}$ | $\begin{gathered} \text { January 28, } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \text { February } 2, \\ 2013 \end{gathered}$ | $\begin{gathered} \text { January } 28, \\ 2012 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| (As adjusted) |  |  |  |
| \$ 209,128 | \$ 176,655 | \$ 209,128 | \$ 176,655 |
| 18,490 | 17,382 | 18,490 | 17,382 |
| 266,976 | 237,786 | 241,105 | 212,916 |
| 50,641 | 57,105 | 60,391 | 66,372 |
| 545,235 | 488,928 | 529,114 | 473,325 |
| 330,101 | 323,863 | 330,101 | 323,863 |
| 48,074 | 53,461 | 48,074 | 53,461 |
| \$ 923,410 | \$ 866,252 | \$ 907,289 | \$ 850,649 |


| \$ 87,461 | \$ | 55,516 | \$ | 87,461 | \$ | 55,516 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 104,045 |  | 76,039 |  | 104,045 |  | 76,039 |
| 191,506 |  | 131,555 |  | 191,506 |  | 131,555 |
| 110,955 |  | 109,728 |  | 110,955 |  | 109,728 |
| 302,461 |  | 241,283 |  | 302,461 |  | 241,283 |
| 620,949 |  | 624,969 |  | 604,828 |  | 609,366 |
| \$ 923,410 | \$ | 866,252 | \$ | 907,289 | \$ | 850,649 |

