

**STEIN MART (SMRT)**  
**Quarterly Income Statement Data FY2016 to FY2020**

(\$ in millions except per share)

Fiscal year ends on the Saturday closest to January 31

Stores	Comps		Other		Gross Profit		SG&A Expenses (2)		Operating Profit (Loss)		Interest Exp. (Net)	Pretax Income (Loss)		Tax Provision (Benefit)		Net Income (Loss)		GAAP Dil. EPS	NON-GAAP Dil. EPS (1)	Diluted Sh. (M)	Dividend Per Share
			Sales	Revenue (2)	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%				
283	-3.4%	Q1	355.7	3.6	108.9	30.6%	90.1	25.3%	22.4	6.3%	1.0	21.5	6.0%	8.1	37.7%	13.3	3.7%	\$0.29	n/a	46.3	0.075
283	-1.4%	Q2	319.8	3.6	89.4	28.0%	87.4	27.3%	5.6	1.8%	0.9	4.7	1.5%	1.7	36.2%	3.0	0.9%	\$0.06	n/a	46.6	0.075
283	-2.5%	Half	675.5	7.2	198.3	29.4%	177.5	26.3%	28.0	4.1%	1.9	26.2	3.9%	9.8	37.4%	16.3	2.4%	\$0.35	n/a	46.4	0.150
290	-4.6%	Q3	299.5	4.0	72.7	24.3%	93.0	31.1%	(16.3)	-5.4%	0.9	(17.3)	-5.8%	(6.2)	35.8%	(11.0)	-3.7%	(\$0.24)	n/a	45.8	0.075
290	-3.1%	9-mos	975.0	11.2	271.0	27.8%	270.5	27.7%	11.7	1.2%	2.8	8.9	0.9%	3.6	40.4%	5.3	0.5%	\$0.11	n/a	46.6	0.225
290	-5.5%	Q4	385.5	2.9	87.9	22.8%	99.0	25.7%	(8.1)	-2.1%	1.1	(9.2)	-2.4%	(4.3)	46.7%	(4.9)	-1.3%	(\$0.11)	n/a	46.0	0.075
290	-3.8%	<b>FY 2016</b> (Jan 17)	1,360.5	14.1	359.0	26.4%	369.5	27.2%	3.6	0.3%	3.9	(0.3)	0.0%	(0.7)	NM	0.4	0.0%	\$0.01	n/a	46.6	0.300
292	-7.6%	Q1	337.3	3.7	95.6	28.3%	89.2	26.4%	10.1	3.0%	1.1	8.9	2.6%	5.2	58.4%	3.7	1.1%	\$0.08	n/a	46.2	0.075
292	-5.0%	Q2	311.0	3.5	64.7	20.8%	89.7	28.8%	(21.5)	-6.9%	1.1	(22.7)	-7.3%	(9.7)	42.7%	(13.0)	-4.2%	(\$0.28)	n/a	46.3	-
292	-6.4%	Half	648.3	7.2	160.3	24.7%	178.9	27.6%	(11.5)	-1.8%	2.3	(13.8)	-2.1%	(4.5)	32.6%	(9.3)	-1.4%	(\$0.20)	n/a	46.2	0.075
293	-6.9%	Q3	285.4	3.5	68.3	23.9%	95.7	33.5%	(23.9)	-8.4%	1.1	(25.0)	-8.8%	(10.4)	41.6%	(14.6)	-5.1%	(\$0.31)	n/a	46.4	-
293	-6.5%	9-mos	933.7	10.7	228.6	24.5%	274.6	29.4%	(35.4)	-3.8%	3.4	(38.8)	-4.2%	(14.9)	38.4%	(23.9)	-2.6%	(\$0.52)	n/a	46.3	0.075
293	-5.4%	Q4	384.9	3.2	102.4	26.6%	101.5	26.4%	4.2	1.1%	1.4	2.8	0.7%	3.2	114.3%	(0.4)	-0.1%	(\$0.01)	\$0.08	46.5	-
293	-6.2%	<b>FY 2017</b> (53 wks)	1,318.6	13.9	330.9	25.1%	376.1	28.5%	(31.2)	-2.4%	4.8	(36.0)	-2.7%	(11.7)	NM	(24.3)	-1.8%	(\$0.52)	(\$0.43)	46.3	0.075
289	-0.7%	<b>Q1</b>	326.6	4.4	96.0	29.4%	90.5	27.7%	9.8	3.0%	2.5	7.4	2.3%	0.1	0.8%	7.3	2.2%	\$0.16	n/a	46.7	-
289	0.7%	Q2	310.9	3.6	79.3	25.5%	80.9	26.0%	2.0	0.6%	2.9	(0.9)	-0.3%	0.1	-6.7%	(1.0)	-0.3%	(\$0.02)	n/a	46.7	-
289	0.0%	Half 2018	637.5	8.0	175.3	27.5%	171.4	26.9%	11.8	1.9%	5.3	6.5	1.0%	0.1	1.8%	6.4	1.0%	\$0.14	n/a	47.2	-
288	1.4%	Q3	279.0	3.8	69.8	25.0%	86.6	31.0%	(13.0)	-4.7%	3.1	(16.1)	-5.8%	0.2	-1.2%	(16.3)	-5.8%	(\$0.35)	(\$0.31)	46.7	-
288	0.4%	9-mos	916.5	11.8	245.1	26.7%	258.0	28.2%	(1.2)	-0.1%	8.4	(9.6)	-1.0%	0.3	-3.3%	(9.9)	-1.1%	(\$0.21)	(\$0.15)	46.7	-
287	-3.5%	Q4	340.8	3.7	92.4	27.1%	90.2	26.5%	5.9	1.7%	2.5	3.4	1.0%	(0.3)	-8.8%	3.7	1.1%	\$0.08	\$ 0.06	47.4	-
287	-1.0%	<b>FY 2018</b>	1,257.3	15.5	337.5	26.8%	348.2	27.7%	4.7	0.4%	10.9	(6.2)	-0.5%	0.0	NM	(6.2)	-0.5%	(\$0.13)	\$ (0.09)	46.7	-
283	-1.7%	<sup>(3)</sup> <b>Q1-2019</b>	314.2	5.2	87.5	27.8%	86.1	27.4%	6.5	2.1%	2.5	4.0	1.3%	0.1	1.2%	4.0	1.3%	\$0.08	n/a	47.5	-
283	-3.6%	<sup>(3)</sup> Q2	292.4	4.0	74.7	25.5%	78.5	26.8%	0.2	0.1%	2.2	(2.0)	-0.7%	0.1	-2.5%	(2.1)	-0.7%	(\$0.04)	n/a	47.4	-
283	-2.6%	Half 2019	606.6	9.2	162.1	26.7%	164.6	27.1%	6.7	1.1%	4.7	2.0	0.3%	0.1	4.9%	1.9	0.3%	\$0.04	n/a	47.6	-
288	-0.1%	Q3	276.1	4.3	69.4	25.1%	83.3	30.2%	(9.6)	-3.5%	2.3	(11.9)	-4.3%	0.2	-1.7%	(12.1)	-4.4%	(\$0.25)	(\$0.29)	47.6	-
288	-1.9%	9-mos	882.7	13.5	231.5	26.2%	247.9	28.1%	(2.9)	-0.3%	7.0	(9.9)	-1.1%	0.3	-3.0%	(10.2)	-1.2%	(\$0.22)	(\$0.26)	47.4	-
283	0.1%	Q4	336.6	3.7	86.7	25.8%	88.2	26.2%	2.2	0.7%	2.1	0.1	0.0%	0.3	NM	(0.3)	-0.1%	(\$0.01)	n/a	47.6	-
283	-1.4%	<b>FY 2019</b>	1,219.3	17.2	318.2	26.1%	336.1	27.6%	(0.7)	-0.1%	9.1	(9.8)	-0.8%	0.6	NM	(10.5)	-0.9%	(\$0.22)	n/a	47.4	-
283	N/A	<b>Q1-2020</b>	134.3	3.9	(10.0)	-7.5%	68.3	50.9%	(74.4)	-55.4%	2.1	(76.5)	-57.0%	(10.8)	14.1%	(65.7)	-48.9%	(\$1.38)	n/a	47.5	-

(1) See separate reconciliation of GAAP basis to NON-GAAP basis EPS table thru 2017. For 2018-2019, see Adjusted EBITDA Note for significant items.

(2) We adopted ASU No. 2014-09, Revenue Recognition Standard, in 2018. As a result of the new accounting, income related to our credit card program and gift card breakage that previously offset SG&A expenses is now recorded as Other Revenue in the Statement of Operations. All periods presented in this table have been retrospectively adjusted for the new Standard.

(3) Comp sales in the first half of 2019 were impacted by the shift of a 12-Hour Sale event from the second quarter to the first. Excluding the shift, comp sales decreased an estimated 3.3% in Q1-2019 and 1.9% in Q2-2019.

Historical Store Activity	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Stores at beginning of year	262	268	280	276	267	264	262	263	264	270	278	290	293	287	283
Opened during year	12	14	6	2	2	3	6	4	9	10	13	9	2	-	-
Closed during year	(6)	(2)	(10)	(11)	(5)	(5)	(5)	(3)	(3)	(2)	(1)	(6)	(8)	(4)	-
Stores open at end of year	268	280	276	267	264	263	263	264	270	278	290	293	287	283	283
Stores relocated during year	0	0	1	0	5	4	4	4	7	1	2	1	1	1	0