## FORM 8-K

## CURRENT REPORT

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

Date of Report (Date of earliest event reported): June 29, 2010
01-34219
(Commission File Number)

## CASUAL MALE RETAIL GROUP, INC. <br> (Exact name of registrant as specified in its charter)

Delaware
(State of Incorporation)

04-2623104
(IRS Employer Identification Number)

## 555 Turnpike Street, Canton, Massachusetts 02021

 (Address of registrant's principal executive office)
## (781) 828-9300

(Registrant's telephone number)

## ITEM 7.01 - Regulation FD Disclosure

The Company will be presenting an investor slide presentation at upcoming meetings with various investment groups. A copy of the slide presentation is attached to this report as Exhibit 99.1, and is incorporated by reference herein.

The slide presentation contained in the exhibit includes statements intended as "forward-looking statements," which are subject to the cautionary statement about forward-looking statements set forth in the exhibit. The slide presentation is being furnished, not filed, pursuant to Regulation FD. Accordingly, the slide presentation will not be incorporated by reference into any registration statement filed by the Company under the Securities Act of 1933, as amended, unless specifically identified therein as being incorporated therein by reference. The furnishing of the slide presentation is not intended to, and does not, constitute a determination or admission by the Company that the information in the slide presentation is material or complete, or that investors should consider this information before making an investment decision with respect to the Company.

## Presentation of Non-GAAP Measures

The slide presentation includes the discussion of non-GAAP free cash flow on slides 3, 7, 26 and 28. Free cash flow is not a measure determined by generally accepted accounting principles ("GAAP") and should not be considered superior to or as a substitute for net income (loss) or cash flows from operating activities or any other measure of performance derived in accordance with GAAP.

In addition, all companies do not calculate non-GAAP financial measures in the same manner and, accordingly, "free cash flows" as presented in this slide presentation may not be comparable to similar measures used by other companies. The Company calculates free cash flows as cash flow from operating activities less capital expenditures and discretionary store asset acquisitions, if any. We believe that inclusion of this non-GAAP measure helps investors gain a better understanding of our performance, especially when comparing such results to previous periods

Free cash flow is calculated as follows for each of the respective fiscal years, as disclosed on slide 26 of the slide presentation:

| (in millions) | $\begin{gathered} \text { Projected } \\ \text { Fiscal } \\ 2010 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Fiscal } \\ & 2009 \\ & \hline \end{aligned}$ | Fiscal | $\begin{aligned} & \text { Fiscal } \\ & 2007 \end{aligned}$ | Fiscal 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flow provided by operations | \$ | 30.0 | \$30.8 | \$23.2 | \$11.7 | \$12.1 |
| Less: capital expenditures |  | 10.0 | 4.6 | 12.6 | 21.4 | 22.7 |
| Less acquisitions |  | - | - | 3.0 | - | 3.0 |
| Free cash flow |  | 20.0 | \$26.2 | \$ 7.6 | \$ (9.7) | \$(13.6) |

(1) Free cash flow for fiscal 2008 and fiscal 2006 include the cash used for the Dahle acquisition of $\$ 3.0$ million and the Jared M. acquisition of $\$ 3.0$ million, respectively.

## ITEM 9.01 - FINANCIAL STATEMENTS AND EXHIBITS

 (d) ExhibitsExhibit No. Description
99.1 Investor Slide Presentation.

## CASUAL MALE RETAIL GROUP, INC.

| By: | /s/ $\quad$ DENNIS R. HERNREICH |
| :--- | :---: | :---: |
| Name: | Dennis R. Hernreich <br> Executiv Vice President <br> and Chief Financial Officer |

## Forward Looking Statements

This presentationcontainscertain forward-lookingstatementsconcerningthe Company'soperations, performance,and financialcondition. Suchforward-lookingstatementsare subjectto variousrisksand uncertaintiesthat could causeactual results to differ materially from those indicated. Suchrisks and uncertaintiesmayinclude,but are not limited to: the failure to implementthe Company'sbusinessplan for increasedprofitability and growth in the Company'sretail stores sales and direct-to-consumer segmentsthe failure of managemento developthe Company'snew directto consumerbusinessesthe failure of changesin managementto achieveimprovementin the Company'scompetitive position, adversechangesn costsvital to catalogoperations,suchaspostage paperand acquisitionof prospects, decliningresponseratesto catalogofferings,failureto maintainefficientanduninterruptedorder-taking and fulfillment in our direct-to-consumerbusiness,changesin or miscalculationof fashion trends, extreme or unseasonableweather conditions, economic downturns, escalationof energy costs, a weaknessin overallconsumerdemand,increasesn wagerates, the ability to hire and train associates, trade and security restrictions and political or financial instability in countries where goods are manufactured, increasesin raw material costs from inflation and other factors, the interruption of merchandisflow from the Company'sentralizeddistribution facilities,competitivepressures,and the adverseeffects of natural disasters,war, actsof terrorism or threats of either, or other armedconflict, on the UnitedStatesandinternationaleconomies.These andother risksanduncertainties are detailed in the Company'silingswith the Securitiesand Exchangeommissionincludingthe Company'sAnnual Reporton Form 10-K for the fiscal year ended January30, 2010 filed on March 19, 2010 and other Companyilingswith the Securitiesand ExchangeommissionCasuaMale assumeso duty to update or reviseits forward-lookingstatementseven if experienceor future changesmake it clear that any projectedresultsexpressedbr impliedtherein will not be realized.

## Company Overview

- Largest multi-channel specialty retailer of men's big and ta (B\&T) market
- Vertically integrated multi-channel model of 476 stores (47 states), direct to consumer presence in U.S., Canada and E
- Geographically and demographically diverse customer bas
- 2.5 million active customers
- 90\% enrollment in Loyalty program
- 2009 sales of $\$ 395$ million. EBITDA of $\$ 23$ million (5.8\%)
- 80\% retail sales
- 20\% direct to consumer
- 2009 free cash flow of \$26 million
- \$11 million in debt at end of FY 2009


## Attractive Big and Tall Segment

- Annual sales of men's B\&T market is approximately \$6B
- B\&T men account for approximately $11 \%$ of the U.S. population
- Growing at almost twice the rate of the regular size men's apparel market
- B\&T consumers shop 50\% more for apparel on the web than regular sized consumers
- B\&T market is highly fragmented


## Growing Obesity Trends Among U. Adults



2005


No Data $<10 \%$
$10 \%-19 \% \%-19 \% \square$
20\%-24\%
25\%-29\%
$>30 \%$
(*BMI $\geq 30$, or about 30 lbs overweight)

## Company Strategic Repositioning: 2003-2

- Merchandisebuilt comprehensive demographic and socioeconomically accessible range of product assortments and brands
- VerticalModel:fully integratedstoresanddirectto consumer businessesinto a multi-channeplatform
- Systemsbuilt elaborate store planning and size management applications
- Marketingreformulated marketing program to focus on customer base
- Expense Structurationalized expense structure and lowered inventory levels
- Cultureimplemented advanced in-store sales culture


## Rebound to Financial Health: 2009 vs. 200

- Maintained operating margin after a sales decline of $15 \% 0$ two years
- Increased gross margin 150 bps in 2009 (from 2008)
- Lowered the expense ratio 190 bps in 2009 (from 2008)
- Eliminated in 2009 unproductive marketing spend and reduced marketing spend to $5 \%$ of sales
- Substantial financial improvements over the two years:
- Decreased inventory by 24\%
- Increased free cash flow by \$36 million
- Reduced total debt by $\$ 47$ million, or $80 \%$ to $\$ 11$ million


## Growth of Direct to Consumer Business




## Today's Casual Male

- Dominant market position in unique niche
- Positioned across demographically diverse, loyal customer base
- Efficient infrastructure to manage numerous sizes, multiple lifestyles and diverse customer base
- Strong balance sheet and cash flow
- Opportunity to grow long-term market share and accelerate financial returns


## Strong New Growth Opportunities

- Capture higher wallet share of existing loyal customers
- Currently capture around 50\% of total apparel spending of average active customer
- Develop the 42 "-46business segment
- Accounts for 65\% of the overall men's B\&T market but only $20 \%$ of our business
- Further leverage direct to consumer business
- Targeting 30\% of total sales from the current 20\% level


## Hybrid Stores Test

Goal:Broaden the target market and improve store-level profitability by combining Casual Male and Rochester stores in five markets

## Results:

## -Maintained high customer retention

-Created attractive cross-selling environment

- $50 \%$ increase from average CMXL store ticket
-Dramatic turnaround in cash flow
- From breakeven in the converted stores to 16\%


## Destination XL(UXL™) Stores

- Combination of Casual Male XL, Rochester Clothing, B\&T Factory Direct and Shoes XL
- Average size 10,000-12,000 square feet
- Concept appeals to a larger base of customers
- Offers extensive selection of products in one location
- Good, better, best assortment
- 2,000 styles compared to 600 for an average Casual Male store
- Twice the number of brands
- Strong survey and focus groups scores
- Requesting bigger store, aisles and dressing rooms
- In store tailor
- Willing to drive 1 hour


## DXL Storefront



## DXL Layout


musum

## Compelling DXL Returns

- Expect greater store productivity and profitability
- Capture greater percentage of customer's clothing budget
- Better leveraging of expensesoecupancy, labor productivity and local/district management
- Projecting higher 4-wall profits than combined profits of individual stores
- Targeting between 30\%-35\% store operating margin
- Potential to capture additional market share
- Attract new customers (42"-46*aist)
- Better cross-selling environment to capture greater share of apparel wallet from existing customers


## DXL Impact

- Consolidate metropolitan locations
- Total merchandise assortment/brands increase while total inventory across market decreases
- DXL to carry up to 2,000 styles compared to 600 for an average CMXL
- Neutral to square footage and inventory
- Lower operating occupancy costs
- Incremental to existing 4-wall profitability
- Greater potential to increase market share


## Chicago



## DXL Timeline2.010

Store Openings

| Location | Size | Store |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Type | ClosingsOpening |  |
| Schaumburg, If | 11,967 Sq Ft | New store location | 3 stores | Summer |
| Memphis, TN | 9,758 Sq Ft | Convert CM XL store | 2 stores | Summer |
| Houston, TX | 11,027 Sq Ft | Add 4,500 sq ft to existing Rochester store and convert | 2 stores | Summer |
| Las Vegas, NY | 13,206 Sq Ft | New store location | 2 stores | Fall |

## DXL Multi Channel Solution



- DXL website launch first quarter 2011
- Customer is able to shop by concept, brand, lifestyle or price point in one simple, easy location


## Long-Term Margin Growth

- Long-term operating margin potential of $\mathbf{8 \%}$-12\%
- Recover \$70M in lost sales as economy improves
- Increase the amount spent by existing customers
- Appeal to the 42"-46waist size market segment
- Grow the direct business to $30 \%$ of sales


## Investment Highlights

- Dominant niche positioning
- Strong and growing market
- Clean balance sheet
- Positive free cash flow
- Long-term market share opportunities
- Accelerating financial returns


## Financial Performance

## Sales and Gross Margin



## Expense Management




## Free Cash Flow



Free cash flow is defined as cash flow from operating activities, less capital expenditures and discretionary store asset acquisitions.

## Balance Sheet

|  | 2010 <br> Projected <br> Year End | 2009 | 2008 | 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Inventory | $\$ 85.0 \mathrm{M}$ | $\$ 90.0 \mathrm{M}$ | $\$ 98.6 \mathrm{M}$ | $\$ 117.8 \mathrm{M}$ |
| Borrowing <br> under revolver | 0 | $\$ 3.5 \mathrm{M}$ | $\$ 38.7 \mathrm{M}$ | $\$ 41.0 \mathrm{M}$ |
| Cash on hand | $\$ 10-15 \mathrm{M}$ | 0 | 0 | 0 |
| Fixed term loan | $\$ 3.0 \mathrm{M}$ | $\$ 7.6 \mathrm{M}$ | $\$ 12.5 \mathrm{M}$ | $\$ 17.3 \mathrm{M}$ |

## Strong Capital Structure to Suppo Growth

- Current \$110M Ioan facility expires October 2011; \$57.8M available at end of 2009
- Expect to be debt free in 2010 with credit availability approaching \$70M
- Approximately $\$ 20 \mathrm{M}$ free cash flow expected to be generated in 2010 to reduce indebtedness and support growth


## For additional information:

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