# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

## FORM 8-K

## CURRENT REPORT

## PURSUANT TO SECTION 13 OR 15(d) OF THE

 SECURITIES EXCHANGE ACT OF 1934Date of Report (Date of earliest event reported): December 18, 2012
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)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## 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 slide 36. 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 36 of the slide presentation:

| (in millions) | $\begin{gathered} \text { Fiscal } \\ 2012 \text { YTD } \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Fiscal } \\ & 2011 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Fiscal } \\ 2010 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Fiscal } \\ & 2009 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Fiscal } \\ & 2008 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Fiscal } \\ & 2007 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Fiscal } \\ & 2006 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flow provided by operations | \$ | 8.4 | \$23.4 | \$19.0 | \$30.8 | \$23.2 | \$11.7 | \$ 12.1 |
| Less: capital expenditures |  | 21.3 | 18.0 | 9.0 | 4.6 | 12.6 | 21.4 | 22.7 |
| Less acquisitions |  | - | - | - | - | 3.0 | - | 3.0 |
| Free cash flow | \$ | (12.9) | \$5.4 | \$10.0 | $\underline{\underline{\$ 26.2}}$ | \$ 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) Exhibits

## Description

99.1

[^0]
## CASUAL MALE RETAIL GROUP, INC.

By: /s/ DENNIS R. HERNREICH
Name: Dennis R. Hernreich
Title: Executive Vice President and Chief Financial Officer

## CASURL MALE retail group inc.

Generating Value on the Road to Destination XL ${ }^{\circledR}$

Investor Presentation
December 2012

## Safe Harbor

Certain information contained in this presentation, including, but not limited to, cash flows, operating margins, store counts, earnings expectations for fiscal 2012 and estimates through fiscal 2016, constitute forward-looking statements under the federal securities laws. The discussion of forwardlooking information requires management of the Company to make certain estimates and assumptions regarding the Company's strategic direction and the effect of such plans on the Company's financial results. Such forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from those indicated. Such risks and uncertainties may include, but are not limited to: the failure to implement the Company's business plan for increased profitability and growth in the Company's retail stores sales and direct-to-consumer business, the failure to achieve improvement in the Company's competitive position, changes in or miscalculation of fashion trends, extreme or unseasonable weather conditions, economic downturns, a weakness in overall consumer demand, trade and security restrictions and political or financial instability in countries where goods are manufactured, increases in raw material costs from inflation and other factors, the interruption of merchandise flow from the Company's distribution facility, competitive pressures, and the adverse effects of natural disasters, war, acts of terrorism or threats of either, or other armed conflict, on the United States and international economies. These, and other risks and uncertainties, are detailed in the Company's Annual Report on Form 10-K filed with the Securities and Exchange Commission for the fiscal year ended January 28, 2012 filed on March 16, 2012 and other Company filings with the Securities and Exchange Commission. Casual Male assumes no duty to update or revise its forwardlooking statements even if experience or future changes make it clear that any projected results expressed or implied therein will not be realized.

## Who is Casual Male Retail Group?



Largest multi-channel specialty retailer in niche men's big and tall (B\&T) market



Offering unique blend of wardrobe solutions

Private label \& leading apparel name brands

## CMRG by the Numbers



## Who is Our Customer?



Males with a waist size 42’ảnd greater (35M men in US).

Determined by physical characteristic, not demographic. Not dependent on age, income, race or nationality


Seeking greater selection in size.
Values convenience, selection and fit over price.

## Attractive Big \& Tall Segment

Men's B\&T market annual sales approximately \$3.5-\$4B

B\&T men account for approximately $11 \%$ in U.S.

Current CMRG market share of $\sim 11 \%$

Growing at nearly twice the rate of the regular size men's apparel market

New CMRG marketing strategy focuses on direct sales through digital platforms

Opportunity to take share by offering one-stop shop solution

## Why Invest in CMRG?

Accelerated conversion to
DXL concept creates compelling investment opportunity

Leader in large and growing B\&T market

Three-year \$150M investment in DXL rollout to be funded by free cash flow, including use of $\$ 47$ million in tax benefits

Significant market share/sales growth opportunity

Strong, debt-free balance sheet

## Our Current Casual Male XL Stores



## What Our Customer Wants



## Responding with DestinationXL

2010
Opened 4 DXL
concept stores



2011
Opened 12
DXL stores


## Market Consolidation to DXL



## Casual Male XL vs. DestinationXL

| Average | CASUAL/MALEXL_ |  |
| :---: | :---: | :---: |
| Store size | 3,400 sq. ft. | $8,000 \mathrm{sq} ft.$. |
| Sales per sq. ft. | $\$ 166$ | $\$ 175(\$ 229$ by 2016) |
| Build out costs | $\$ 50$ | $\$ 70$ |
| Occupancy costs | $\$ 30$ | $\$ 30$ |
| Dollars per <br> transaction | $\$ 101$ | $\$ 142$ |
| Style choices | 600 | 2,000 |
| Private label brands | 10 | 15 |
| Name brands | 8 | 30 |

## Large Selection of Name Brands



## MICHAEL KORS



Calvin Klein NAUTTICA JonHToNe munhry LACOSTE







## DXL Comps Reflect Growth Opportunity



- DXL Comparables Total CMRG Comparables*
*Total CMRG Comparables include all stores and direct channel


## Comparable Sales Definition

- Comparablesalesfor allperiods includeretail stores that have been open for at least one full fiscal year.
- Stores that have been remodeled, expanded or re-located during the period also are included in determination of comparable sales.
- Most DXL stores are considered relocations and comparable to all closed stores in each respective market area.
- Direct businesses are included in the calculation since CMRG is a multi-channel retailer.


## Compelling DXL Returns

Expect greater store productivity and profitability

Better leveraging of expenses -occupancy, labor productivity and local/district management

Projecting higher 4-wall profits than combined profits of individual stores

Targeting between 25\%-30\% store operating margin

Attract new customers
Better cross-selling environment to capture greater share of apparel wallet from existing customers

Opportunity to improve operating margins

Expect to significantly increase
margins after the transition to DXL is complete

## Accelerated DXL Openings



## DXL Sales Increase as \% of Total Revenue



* DXL sales include direct sales via the DXL website.


## Accelerated Rollout of DXL

## 2012

Commence new marketing strategy
Open 32 DXL stores/ Close 69 CMXLstores
Operating margins in the range of $\mathbf{4 \% - 5 \%}$
CapEx expected to be \$35M

## 2013

Open 60 DXL stores/ Close 120 CMXL stores
Operating margins in the rangeof 4\%-5\%
Lease exit and assett impairment charges in the the range of \$8-\$12M
CapEx expectedto peak at $\$ \mathbf{4 5 M}$

## 2014

Open $\mathbf{6 0}$ DXL stores/ Close $\mathbf{1 0 0}$ CMXLstores Operating margins in the range of $5 \%-6 \%$

Lease exit and asset impairment ${ }^{*}$ charges in the range of $\$ 5-\$ 7 \mathbf{M}$
CapEx expected to be $\$ \mathbf{4 0 M}$

[^1]
## Accelerated Rollout of DXL

## 2015

Completerollout with 225-250 opened DXL stores and Closureof remaining 60 Casual Male XL anchor stores

Operating marginsgain traction and increaseto 8\%-9\% (from 4.2\% in '11)

CapEx expected to be approximately \$35M

Lease exit and asset impairment charges in the range of \$2-\$4M*

* Net of subleases


## Accelerated Rollout of DXL



## 2016

Full benefit of DXL concept drives revenue >\$600M
Open average of $\mathbf{1 0} \mathrm{DXL}$ stores per year
Approximately50 CMXLoutlet stores and
5 Rochester Clothing stores remain open

Operating margins $>\mathbf{1 0} \%$
Generating free cash flow in the rangeof \$55-\$65M

## Increased Awareness = Opportunity



## Raising DestinationXL ${ }^{\circledR}$ Awareness

Launched DestinationXL rebranding initiative

Hired Chief Marketing Officer in June 2012

Engaged advertising firm

## Identified

 target customersBegan developing marketing strategy

Developed balanced marketing budget

## Opportunity to Grow Market Share

- Capture greater wallet share with DXL concept
- Expansive selection blending private label/name brand apparel
- Appealing shopping environment
- Opportunity to grow clothing business with more complete solution
- Attract a broader customer audience with one-stop-shop
- Target "end-of-rack" customers
- 42"-46" waist size
- Younger than traditional Casual Male customer
- $65 \%$ of B\&T market / $20 \%$ of current sales
- Adding regular XL/XLT size in 2013
- Paradigm shift in marketing improves awareness
- Improve direct business with new website


# Financial Performance 



Strong gross margins provide opportunity for significant sales leverage

## Operating Margin \& Comparable Sales



* Before impairment charge of \$23.1m

Focus on improving operating margins through greater DXL sales

## Strict Expense Management



[^2]
## Strong Debt-Free Balance Sheet

|  | 2007 | 2008 | 2009 | 2010 | 2011 | $\mathbf{2 0 1 2}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Inventory | $\$ 117.8 \mathrm{M}$ | $\$ 98.6 \mathrm{M}$ | $\$ 90.0 \mathrm{M}$ | $\$ 92.9 \mathrm{M}$ | $\$ 104.2 \mathrm{M}$ | $\mathbf{\$ 1 1 6 . 1 \mathrm { M }}$ |
| Borrowing under <br> revolver | $\$ 41.0 \mathrm{M}$ | $\$ 38.7 \mathrm{M}$ | $\$ 3.5 \mathrm{M}$ | - | - | $\mathbf{\$ 7 . 6 M}$ |
| Cash on hand | - | - | - | $\$ 4.1 \mathrm{M}$ | $\$ 10.4 \mathrm{M}$ | $\mathbf{\$ 5 . 2 M}$ |
| Fixed term loan | $\$ 17.3 \mathrm{M}$ | $\$ 12.5 \mathrm{M}$ | $\$ 7.6 \mathrm{M}$ | - | - | - |

## Free Cash Flow ${ }^{`}$ and CapEx


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

## Why Invest in CMRG?

- Accelerated conversion to DXL concept creates compelling investment opportunity
- Investment to be funded by operating cash flow
- Leader in large and growing B\&T market
- Strong gross margins
- Ability to greatly improve operating margins
- Three-year $\$ 150 \mathrm{M}$ investment in DXL rollout to be funded by free cash flow, including use of $\$ 47$ million in tax benefit
- Significant market share/sales growth opportunity
- Goal of increasing share from 11\% to 17.5\%-20\% by 2015
- Increasing DXL brand awareness
- Expanding customers to include "end-of-rack"
- Improving direct sales business
- Strong, debt-free balance sheet


## For additional information:

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[^0]:    Investor Slide Presentation

[^1]:    * Net of subleases

[^2]:    Marketing Expense $\Longleftarrow$ Total SG\&A $\curvearrowleft$ SG\&A as a Percentage of Sales

