## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

#### FORM 8-K/A

Amendment No. 1

#### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): February 27, 2013

#### **DESTINATION XL GROUP, INC.**

(Exact Name of Registrant as Specified in its Charter)

Delaware (State or Other Jurisdiction of Incorporation)

01-34219 (Commission File Number) 04-2623104 (I.R.S. Employer Identification No.)

555 Turnpike Street, Canton, Massachusetts (Address of Principal Executive Offices) 02021 (Zip Code)

(781) 828-9300 (Registrant's telephone number, including area code)

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):

- $\square$  Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- $\square$  Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- $\square$  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 is amending its previously filed Form 8-K, dated February 27, 2013, to correct two errors in its Investor Presentation dated February 28, 2013. The Investor Presentation, attached to this report as Exhibit 99.1 and incorporated by reference herein, has been revised to correct the operating margin percentage and capital expenditures for fiscal 2012 which are disclosed on slide 21.

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 24. 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 calculate projected free cash flows for fiscal 2016 of \$60.0-\$70.0 million as estimated cash flow from operating activities of \$77.0-\$87.0 million, less estimated capital expenditures of \$17.0 million (no discretionary store asset acquisitions are anticipated in fiscal 2016). We believe that inclusion of this non-GAAP measure helps investors gain a better understanding of projected performance, especially when comparing such results to previous periods.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit No. Description

99.1 Investor Slide Presentation dated February 28, 2013

SIGNATURE

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 hereunto duly authorized.

DESTINATION XL GROUP, INC.

Date: February 28, 2013

By: /s/ Dennis R. Hernreich

Name: Dennis R. Hernreich Title: Executive Vice President and Chief Financial Officer

# DESTINATION XL GROUP INC

Generating Value on the Road to Destination  $XL^{ ext{ iny R}}$ 

Keybanc Consumer Conference February 28, 2013

## **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 forward-looking 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.Suchrisksanduncertaintiesmayinclude,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 nor 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 CommissionDestinationXLGroup,Inc.assumesno duty to updateor reviseits 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 Destination XL Group, Inc.?



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

## **DXLG** by the Numbers







90% Enrolled in loyalty program

Highest rated retailer in 2011 CSI Customer Survey





## Who is Our Customer?



Males with a waist size 42'and 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.

## **Our Current Casual Male XL Stores**





# 

**2010**Opened 4 DXL concept stores



2012 Opened 32 DXL stores





**2011**Opened 12
DXL stores



2013
Expect to Open
~60 DXL stores

Opportunity for accelerated growth and profitability











## **Large Selection of Name Brands**



## MICHAEL KORS





Calvin Klein







# Casual Male XL vs. Destination XL®

Average	CASUAL MALEXL	DESTINATION XL"  Big on being better	
Store size	3,400 sq. ft.	8,400 sq. ft.	
Sales per sq. ft.	\$166	\$147 (\$230 by 2016)	
<b>Build out costs</b>	\$50	\$70	
Occupancy costs	\$30	\$30	
Dollars per transaction	\$97	\$137	
Style choices	600	2,000	
Private label brands	10	15	
Name brands	8	30	

## **Market Consolidation to DXL**



Customers are willing to drive up to 20 miles

## **DXL Comps Reflect Growth Opportunity**



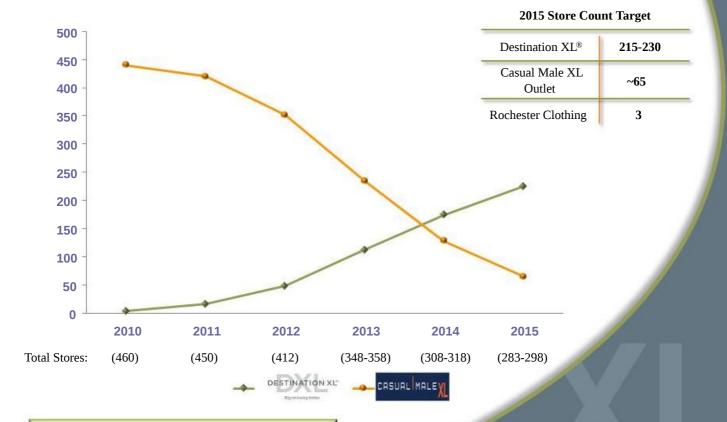
DXL Comparables Total DXLG Comparables\*

<sup>\*</sup>Total DXLG Comparables consist of all stores, including DXL stores and direct channel

# **Compelling DXL Returns**

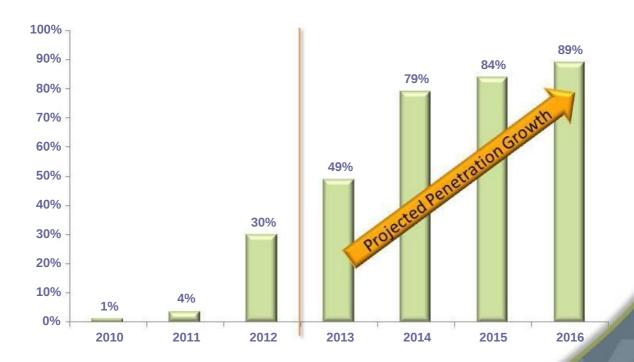
Expect greater store productivity and profitability	Better leveraging of expenses occupancy, labor productivity and local/district management
Projecting higher 4-wall profits than combined profits of individual stores	Targeting between 25%-30% store operating margin
Potential to capture additional market share	Attract new customers  Better cross-selling environment to capture greater share of apparel wallet from existing customers
Opportunity to improve operating margins	Expect to increase margins significantly after the transition to DXL is complete

## **Accelerated DXL Openings**



Accelerated rollout based on success of DXL stores in 2011

## **DXL Sales Increase as % of Total Revenue**



<sup>\*</sup> DXL sales include direct sales via the DestinationXL.com website.

#### 2012

- ✓ Opened **32** DXL stores / Closed **70** stores
- ✓ Operating margins were approximately **3.5%**
- ✓ CapEx was \$32.4M

2012 - 2014

#### 2013

Open 57-64 DXL stores / Close 110-119 stores

Sales of \$415 - \$420M

Expected borrowing level of \$10 - \$15M at year end

Commence new marketing strategy with incremental \$10M spend

Lease exit and asset impairment charges in the range of \$3-\$4M \*

Operating margins of ~ breakeven to 0.5%

CapEx expected to **peak** at \$45M

#### 2014

Open 60 DXL stores / Close 99 stores

Annual sales growth of  $\sim 10\% - 15\%$ 

Expected borrowing level of \$10 - \$15M at year end

Lease exit and asset impairment charges in the range of \$3-\$4M

Operating margins of ~4%

CapEx expected to be **\$40M** 

2012 - 2014

\* Net of subleases

2:

# 2015

#### 2015

Complete rollout with **215 - 230** opened DXL stores and Closure of remaining **63** Casual Male XL anchor stores

Annual sales growth of  $\sim 10\% - 15\%$ 

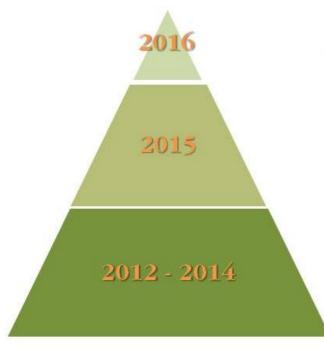
Operating margins gain traction and increase to ~8% (from 4.2% in '11)

Expected ending cash balance of \$5 - \$10M

CapEx expected to be approximately \$38M

Lease exit and asset impairment charges in the range of \$2-\$3M\*

\* Net of subleases



#### 2016

Full benefit of DXL concept drives revenue **>\$600M** 

Open average of 10 DXL stores per year

Operating margins >10%

Generating free cash flow in the range of \$60 - \$70M

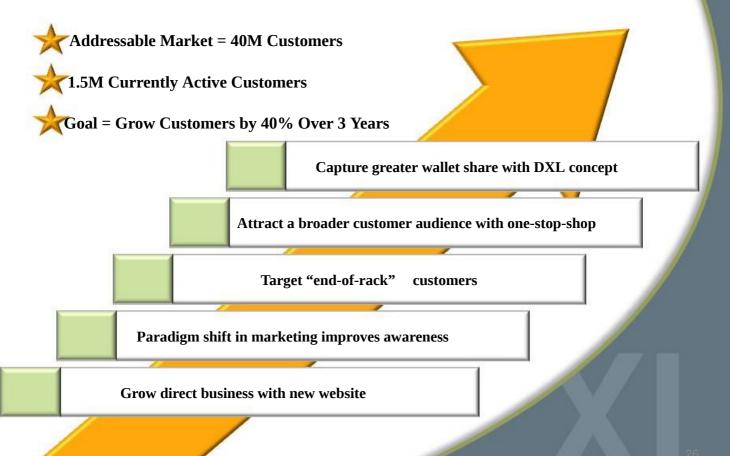
# **Increased Awareness = Opportunity**

DXL Customer Purchase Funnel\*

Addressable Population	DXL's addressable market is primarily men with over 40'waist	
17% Aware of DXL	Awareness of DXL is low across its markets, directly impacting ability to attract new customers	
8% Visiting DXL	Of those aware of DXL, only 8% are visiting the store	
73% Purchasing from DXL	73% of those that visit the store make a purchase	
89% Repeat	89% of those that make a purchase intend to return	

<sup>\*</sup>Based on consumers's tated responses per L.E.K's survey within DXL markets Source: L.E.K analysis

## **Opportunity to Grow Market Share**



## **Destination** XL® Marketing Campaign

#### Launched test campaign in 5 markets:

Memphis, Minneapolis, Denver, Atlanta and Oklahoma City

Increased awareness by 100% in new markets & 38% in established markets

"End-of-rack" customer base grew by 38%

Built Stronger Brand to Attract and Serve Customers Results Demonstrate Ability to Grow Market Share

## **Established Effective Marketing Mix**

6-Week Test Demonstrated TV, Radio and Digital is Most Effective Marketing Combination



15% sales

Established Market Memphis DXL Opened in 2010



24% traffic



**1** 64% new customer purchases



38% market awareness



84% web traffic



7% web sales

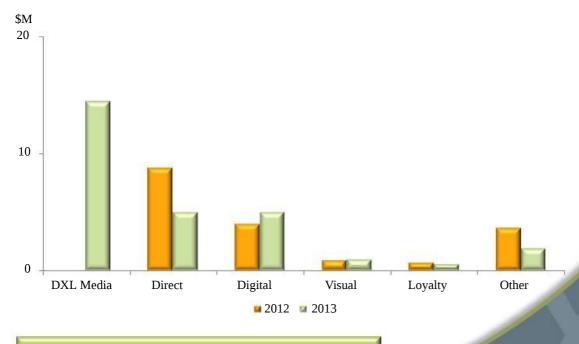
# **DXL Test TV Commercial**



Marketing to Customers in "No Man's Land"

## **Proposed 2013 Marketing Spend**

- Increase marketing spend as percent of sales from 4.5% to 6.5%
- Launch strong national marketing campaign in spring 2013



Total 50% Increase YOY to Drive DXL Awareness

## **Q4 2012 Preliminary Results**

- Comparable sales increased ~0.5% and total sales were ~\$114.9M
- Full year comparable sales increased ~1.5% and total sales were ~\$399.6M
- Q4 comparable sales for DXLwere up ~15%, while comparable sales for Casual Male XL stores decreased ~2.3%
- DXL stores represented ~18% of retail sales
- Direct e-commerce sales increased ~13.0%
- Income from continuing operations expected to be ~\$0.08 per diluted share

## Why Invest in DXLG?

Accelerated conversion to DXL concept creates compelling investment opportunity

Leader in large and growing B&T market

Strong gross margins; Ability to greatly improve operating margins

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

Significant market share/sales growth opportunity

Strong balance sheet with borrowing capacity

### For additional information:

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