

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549**

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): January 09, 2023

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
(IRS Employer
Identification No.)

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

02021
(Zip Code)

Registrant's Telephone Number, Including Area Code: 781 828-9300

(Former Name or Former Address, if Changed Since Last Report)

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:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- 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))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$0.01 per share	DXLG	The NASDAQ Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

On January 9, 2023, Destination XL Group, Inc. (the “Company”) issued a press release announcing holiday sales for the nine weeks ended December 31, 2022 and an update to its sales and adjusted EBITDA guidance for the fiscal year ending January 28, 2023 (“fiscal 2022”). A copy of this press release is furnished herewith as Exhibit 99.1.

The Company will be presenting a slide presentation at the 2023 ICR Conference on Monday, January 9, 2023 starting at 8:30 a.m. Eastern Time. A copy of the slides that will be used for that presentation is furnished herewith as Exhibit 99.2.

An audio webcast of the presentation will be available in the Investor Relations section of the Company’s website at investor.destinationxl.com. The full slide presentation will also be available on the Company’s website at investor.destinationxl.com.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

<u>Exhibit No.</u>	<u>Description</u>
99.1	Press Release dated January 9, 2023
99.2	DXL Investor Presentation - January 2023
104	Cover Page Interactive Data File – The cover page interactive data file does not appear in the interactive data file because its XBRL tags are embedded within the Inline XBRL document.

SIGNATURES

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: January 9, 2023

By: /s/ Robert S. Molloy
General Counsel and Secretary

Destination XL Group, Inc. Reports Holiday Sales Results*Updates 2022 Full Year Sales Guidance to Upper Half of Range and Announces New Exclusive Merchandise Brands*

CANTON, Mass., January 9, 2023 – Destination XL Group, Inc. (NASDAQ: DXLG), the leading integrated commerce retailer of Big + Tall men’s clothing and shoes, today announced the following results for the 9-week holiday sales period ended December 31, 2022 (unaudited):

- Total sales were \$111.7 million compared to \$106.6 million for the 9-week holiday sales period ended January 1, 2022.
- Comparable sales for the same 9-week holiday period increased 7.5%, with a comparable sales increase of 8.9% from stores and 4.9% from the direct business.

Based on the holiday sales and expectations for the remainder of the fourth quarter, the Company is updating its guidance toward the upper half of its sales range for fiscal 2022 as follows:

- Total sales for fiscal 2022 are expected to be \$540.0 million to \$545.0 million, or the upper half of its previous guidance of \$535.0 million to \$545.0 million.
- Adjusted EBITDA margin of 12.5% to 13.5%, unchanged from previous guidance. Adjusted EBITDA margin is a non-GAAP financial measure. ⁽¹⁾

“We are pleased with our sales results during this nine-week holiday period which we believe demonstrates the power of the brand’s transformational repositioning resonating with Big + Tall men. Both our stores and our direct business performed well this holiday season and we were able to drive our sales at regular price, only deploying promotions to address customer file and inventory opportunities. Today we are updating our sales guidance toward the upper half of the range for fiscal 2022,” said Harvey Kanter, President and Chief Executive Officer.

“I am also pleased to announce that DXL will be launching two new national merchandise brands that will be exclusive to DXL in Big + Tall sizes. Life is Good and Original Penguin Golf will be available both on our website and in selected stores starting in the Spring 2023 season. At DXL, Big + Tall is all we do and we trade on the belief that we offer superior fit, assortment, and experience to him. We believe this leads to a relationship with our customers that is built on respect, trust, and belonging. We exist to provide the Big + Tall man with the freedom to choose his own style, to wear what he wants to wear. Both of these brands will further enhance our exclusive assortment,” Kanter concluded.

The Company plans to report its actual fourth-quarter and fiscal 2022 financial results on March 16, 2023, when management also will conduct its quarterly conference call to discuss its results. The earnings call will be hosted by Harvey Kanter, President and Chief Executive Officer, and Peter Stratton, Executive Vice President, Chief Financial Officer, and Treasurer.

(1) The Company has not provided guidance for net income, the most directly comparable GAAP measure to adjusted EBITDA margin. To do so would require unreasonable efforts at this time to estimate and quantify, with a reasonable degree of certainty, various necessary GAAP components, specifically those related to tax items, that are reconciling items between net income and EBITDA. However, such tax items could have a material impact on the amount of the directly comparable net income GAAP measure and may differ significantly from non-GAAP adjusted EBITDA margin. See also “Non-GAAP Measures” below.

2023 ICR Conference

Destination XL Group, Inc. will participate in the 2023 ICR Conference to be held at the JW Marriott Orlando Grande Lakes in Orlando, Florida on January 9-11, 2023. Management is scheduled to present on Monday, January 9, 2023. The presentation will be hosted by Harvey Kanter, President and Chief Executive Officer, and John Cooney, Senior Vice President, Chief Accounting Officer & Corporate Controller. An audio of the presentation will be webcast live at 8:30 a.m. on January 9, 2023 at <https://wsw.com/webcast/icr8/dxlg/1603210> and available for replay in the Investor Relations section of Destination XL's website at investor.destinationxl.com.

Non-GAAP Measures

In addition to financial measures prepared in accordance with U.S. generally accepted accounting principles ("GAAP"), this press release contains a projection for adjusted EBITDA margin for fiscal 2022, a non-GAAP measure. The presentation of this non-GAAP measure is not in accordance with GAAP and should not be considered superior to or as a substitute for net income, or any other measure of performance derived in accordance with GAAP. In addition, not all companies calculate non-GAAP financial measures in the same manner and, accordingly, this non-GAAP measure presented in this release may not be comparable to similar measures used by other companies. The Company believes the inclusion of this non-GAAP measure help investors gain a better understanding of the Company's performance, especially when comparing such results to previous periods, and that it is useful as an additional means for investors to evaluate the Company's operating results, when reviewed in conjunction with the Company's GAAP financial statements.

Adjusted EBITDA is calculated as earnings before interest, taxes, depreciation and amortization and adjusted for asset impairment charges. Adjusted EBITDA margin is calculated as adjusted EBITDA divided by total sales. The Company believes that providing adjusted EBITDA margin is useful to investors to evaluate the Company's performance and are key metrics to measure profitability and economic productivity.

About Destination XL Group, Inc.

Destination XL Group, Inc. is the leading retailer of Men's Big + Tall apparel that delivers a Big + Tall shopping experience that fits -- fits his body, fits his style, fits his life. Subsidiaries of Destination XL Group, Inc. operate DXL Big + Tall retail and outlet stores and Casual Male XL retail and outlet stores throughout the United States, and a digital commerce website, DXL.com, and mobile app which offer a multi-channel solution similar to the DXL store experience with the most extensive selection of online products available anywhere for Big + Tall men. The Company is headquartered in Canton, Massachusetts, and its common stock is listed on the Nasdaq Global Market under the symbol "DXLG." For more information, please visit the Company's investor relations website: <https://investor.dxl.com>.

Forward-Looking Statements

Certain statements and information contained in this press release constitute forward-looking statements under the federal securities laws, including statements regarding our guidance for fiscal 2022, including expected sales and adjusted EBITDA margin, and the expected timing of the release of its financial results for the fourth quarter and fiscal year 2022. 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. The Company's actual results and the implementation of its plans and operations may differ materially from forward-looking statements made by the Company. The Company encourages readers of forward-looking information concerning the Company to refer to its filings with the Securities and Exchange Commission, including without limitation, its Annual Report on Form 10-K filed on March 17, 2022, its Quarterly Reports on Form 10-Q and other filings with the Securities and Exchange Commission that set forth certain risks and uncertainties that may have an

impact on future results and direction of the Company, including risks relating to: the global COVID-19 pandemic and its impact on the Company's results of operations; the impact of rising inflation and the Russian invasion on Ukraine on the global economy; supply chain challenges due to ongoing global supply chain disruption; potential labor shortages; and the Company's ability to execute on its digital and store strategy and ability to grow its market share, predict customer tastes and fashion trends, forecast sales growth trends and compete successfully in the United States men's big and tall apparel market.

Forward-looking statements contained in this press release speak only as of the date of this release. Subsequent events or circumstances occurring after such date may render these statements incomplete or out of date. The Company undertakes no obligation and expressly disclaims any duty to update such statements occurring after such date may render these statements incomplete or out of date. The Company undertakes no obligation and expressly disclaims any duty to update such statements.

DXL

BIG + TALL



INVESTOR PRESENTATION
JANUARY 2023

SAFE HARBOR STATEMENT

This presentation regarding Destination XL Group, Inc. ("the Company", "Destination XL", "DXLG", "we", "us" or "our") is for you to familiarize yourself with the Company. This presentation contains information, statements, beliefs and opinions which are forward-looking, and which reflect current estimates, expectations and projections about future events, referred to herein and which constitute "forward-looking statements" or "forward-looking information" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact included in this document, regarding our strategy, future operations, financial position, prospects, plans and objectives of management are forward-looking statements. Statements containing the words "could", "believe", "expect", "intend", "should", "seek", "anticipate", "will", "positioned", "project", "risk", "plan", "may", "estimate" or, in each case, their negative and words of similar meaning are intended to identify forward-looking statements. By their nature, forward-looking statements involve a number of known and unknown risks, uncertainties and assumptions, most of which are difficult to predict and many of which are beyond the Company's control, concerning, among other things, the global COVID-19 pandemic and its impact on the Company's results of operations; the impact of rising inflation and the Russian invasion on Ukraine on the global economy; supply chain challenges due to ongoing global supply chain disruption; potential labor shortages; and the Company's ability to execute on its digital and store strategy and ability to grow its market share, predict customer tastes and fashion trends, forecast sales growth trends and compete successfully in the United States men's big and tall apparel market, that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. In addition, even if the outcome and financial effects of the plans and events described herein are consistent with the forward-looking statements contained in this presentation, those results or developments may not be indicative of results or developments in subsequent periods. Although the Company has attempted to identify important risks and factors that could cause actual actions, events or results to differ materially from those described in forward-looking information, there may be other factors and risks that cause actions, events or results not to be as anticipated, estimated or intended. Forward-looking information contained in this presentation is based on the Company's current estimates, expectations and projections, which the Company believes are reasonable as of the current date. The Company can give no assurance that these estimates, expectations and projections will prove to have been correct. Given these uncertainties, you should not place undue reliance on these forward-looking statements. All statements contained in this presentation are made only as of the date of this presentation, and the Company undertakes no duty to update this information unless required by law. You are also reminded that during this presentation, certain non-GAAP financial measures, such as Adjusted EBITDA, Adjusted EBITDA margin and free cash flow, may be discussed. These measures should not be considered an alternative to net income, cash provided by operating activities, or any other measure of financial performance or liquidity presented in accordance with generally accepted accounting principles (GAAP). These measures are not necessarily comparable to a similarly titled measure of another company. Please refer to our reconciliations of these discussed figures with the most comparable GAAP measures. The Company has not reconciled forward-looking Adjusted EBITDA and adjusted EBITDA margin to its most directly comparable GAAP measure, as such reconciliation would require unreasonable efforts at this time to estimate and quantify with a reasonable degree of certainty various GAAP components, specifically related to tax items. These components and other factors could materially impact the amount of the future comparable GAAP measure, which may differ significantly from non-GAAP adjusted EBITDA and adjusted EBITDA margin.

WEAR WHAT YOU WANT™



"I came into the store stressed out and feeling pretty demeaned by the fact that no-one in the community felt it was worth stocking clothing that could fit someone my size. I left the store feeling respected, understood, and like there was nothing really wrong with me as an individual."

- Thomas; Reno, NV (Customer)



AT DXL, BIG + TALL IS ALL WE DO...

“At DXL, Big + Tall is all we do – and our positioning is in direct contrast to other retailers. The Big + Tall man has largely been ignored by the broader apparel industry. Few brands, fewer styles, and sizing based on someone else’s definition of ‘regular’ limit him every time he tries to find clothing. While most retailers of men’s apparel offer some level of a big and tall assortment to their customers, it is often a single rack or a small sub-department – for no other omni-channel retailer is it their top priority.

We trade on the belief that we offer superior fit, assortment, and experience to him, period. We believe this leads to a relationship with our customers that is built on respect, trust, and belonging”.

- Harvey Kanter, President and CEO



OUR MISSION



WE EXIST TO PROVIDE THE BIG + TALL MAN WITH THE FREEDOM TO CHOOSE HIS OWN STYLE, SO YOU CAN ***WEAR WHAT YOU WANT.***

FY22 EXPECTED SALES \$540.0M - \$545.0M; ADJUSTED EBITDA 12.5% - 13.5%

- 7 consecutive quarters of positive comps and double-digit adjusted EBITDA margins
- Positioned to capitalize on \$23B* Big + Tall TAM
- 69% sales in Stores, 31% sales Digitally
- Fortress balance sheet (no debt) supports future growth
- Only exclusively Big + Tall, integrated commerce retailer in men's apparel.
- 283 stores - 46 states



A black and white photograph of a DXL store exterior. The store has a modern facade with large glass windows and a central entrance. The sign above the entrance reads "DXL BIG + TALL". The windows display clothing items and a large advertisement featuring three men. The foreground shows a parking lot with several empty spaces.

DXL
BIG + TALL

THE OPPORTUNITY

BIG + TALL MEN'S APPAREL IS A HIGHLY FRAGMENTED \$23B MARKET. GROWING FASTER THAN THE OVERALL MEN'S MARKET

Big + Tall apparel market will grow 3-4% vs. total men's apparel at 2-3% over next 5 years

~39M American men are Big + Tall	70%+ of adult men 20+ are considered overweight, 40%+ obese (BMI 30+)
The pandemic accelerated weight gain among American men.	Affluent (income \$100K+) Big + Tall men spend \$7.4B per year on apparel

YET THE BIG + TALL MAN REMAINS UNDER-SERVED...

DXL
BIG + TALL

THE DXL ADVANTAGE





DXL'S BIG + TALL BRAND POSITION IS DEFENDED BY A MOAT

OUR PROPRIETARY FIT

We are different because our fit is different. Our merchandise is designed and crafted only for the Big + Tall customer

BROADEST & MOST EXCLUSIVE MERCHANDISE ASSORTMENT

Broad, highly-curated, head-to-toe selection; over 5,000+ styles, 100 brands across all price points, and exclusive offerings not available anywhere else

UNRIVALED CUSTOMER EXPERIENCE

Relationships are built through respect, value, and trust to empower our customers, build confidence, and create a sense of belonging and inclusion

INTEGRATED DIGITAL & RETAIL COMMERCE CAPABILITIES

Digitally-driven eCommerce and Marketplace presence, coupled with a national brick-and-mortar portfolio that delivers differentiated big + tall one-stop shopping experiences

STRATEGIC APPROACH TO GLOBAL SOURCING

We approach sourcing with a strategic vision prioritizing geographic diversity and leveraging long-established relationships with factories that can produce big + tall

STRONGEST FINANCIAL FOUNDATION IN OUR HISTORY

Strong Balance Sheet, Debt-free, significant Free Cash Flow, Borrowing capacity to invest in growth initiatives

WE DON'T JUST SIZE UP. WE SIZE RIGHT.

It's not about pumping air into a size Large...it's crafting each and every element to ensure your perfect fit.



MIKHAIL
4XL · 5' 5"

LEE
2XL · 5' 10"

MARIO
4XL · 5' 11"

ABE
6XL · 5' 11"

JOSH
1XL · 6'

NATE
3XL · 6' 3"

NICK
3XL · 6' 4"

TAYLOR
3XL · 6' 4"

ERIC
1XLT · 6' 7"

WE ARE THE FIT EXPERTS, BAR NONE

DXL provides a unique fit and highly differentiated products for Big + Tall customers

WHAT WE DO	WHAT IT MEANS
TECHNICAL EXPERTISE Proprietary fit specifications, rather than simply “sizing up” regular sizes	Clothes that fit our guy the right way. Return rate of only 8%.
STRATEGIC SOURCING RELATIONSHIPS Expert Manufacturer and factory partnerships with superior equipment across a broad geography	17 manufacturers with 34 factories across 8 countries. Less than 10% of own brands sourced from China.
CUSTOMER + INDUSTRY RECOGNITION For competitors, Big + Tall is often just a section – for DXL, it’s all we do	Exclusive brands and collections that can’t be found anywhere else.
UNIQUELY DEFENDABLE Competitors lack our technical capabilities and expertise, resulting in inconsistent sizing and fit results	Deep moat that supports expansion of gross margins, from 43.1% in 2019 to 49.5% in 2021.

THE DXL ASSORTMENT IS UNRIVALED IN THE MARKET

DXL offers a breadth of assortment focused on providing the Big + Tall consumer with one-stop shopping and head-to-toe outfitting for any occasion – from casual to formal, from value-priced essentials to high-end designers.

5,000+ STYLES	SIZES FROM 36" – 70" WAIST AND XL TO 8XL/8XLT
100+ NATIONAL BRANDS (45% of DXL Sales)	81% Casual Sportswear 15% Tailored Clothing 4% Footwear

DXL OWN BRANDS


HARBOR BAY


OAK HILL
EST. 1972


**TRUE
NATION**

**SOCIETY OF
ONE**

SYNRGY

EXCLUSIVE NATIONAL BRANDS AND EXCLUSIVE COLLECTIONS ONLY AT DXL

EXCLUSIVE BRANDS



EXCLUSIVE COLLECTIONS



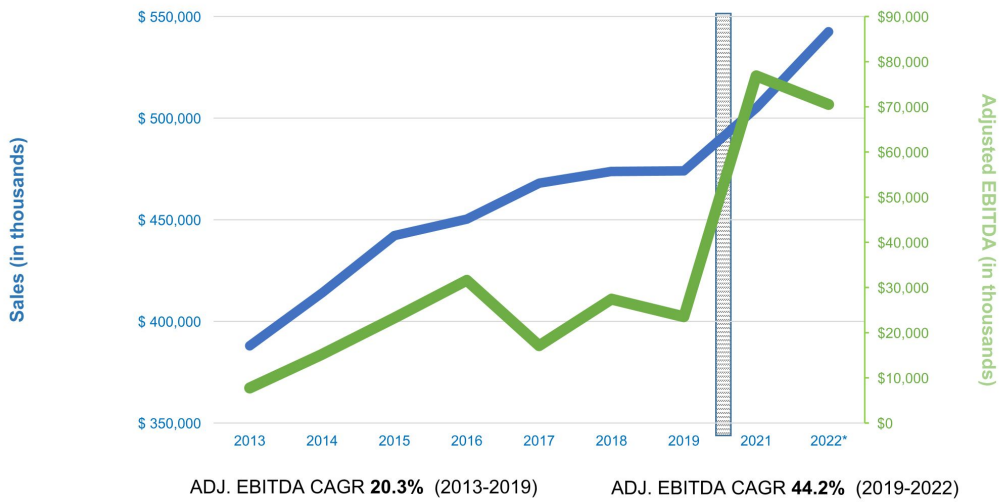


**THE DXL STORE EXPERIENCE SHOWCASES OUR BRAND, ASSORTMENT
AND FIT WITH A SERVICE LEVEL THAT SETS US APART**

Certified Fit Experts • High Standards of Service • NPS of 77

EXPONENTIALLY ACCELERATED GROWTH POST-PANDEMIC

Sales and Adjusted EBITDA**



The above graph excludes results for Fiscal 2020 due to COVID pandemic and its material impact on results.

*Fiscal 2022 is based on the mid-point of the Company's current public guidance of Sales of \$540.0-\$545.0M and Adjusted EBITDA of 12.5%-13.5%.

**Adjusted EBITDA is a non-GAAP measure, see Appendix for a reconciliation of this non-GAAP measure.

EXPONENTIALLY ACCELERATED GROWTH POST-PANDEMIC

Sales growth, operating cost restructuring, and brand repositioning
dramatically improved profitability and financial position

	FISCAL 2019	FISCAL 2020	FISCAL 2021	FISCAL 2022 FORECAST
Sales	\$474.0M	\$318.9M	\$505.0M	\$540.0 - \$545.0M
Margin Percent	43.1%	32.9%	49.5%	
SG&A Percent	38.1%	40.5%	34.2%	
Net Income (Loss)	\$(10.2)M	\$(64.5)M	\$56.7M	
Adjusted EBITDA Margin*	5.0%	(7.6%)	15.2%	12.5% - 13.5%

The operating cost structure in fiscal 2021 was extremely low, given that we were just coming out of the pandemic, and was not sustainable to support our sales growth. However, we have substantially improved our operating cost structure when compared against fiscal 2019, the last normalized year before the pandemic.

*Adjusted EBITDA is a non-GAAP measure, see Appendix for a reconciliation of this non-GAAP measure.

DXL IS IN THE STRONGEST FINANCIAL POSITION IN THE HISTORY OF THE COMPANY

No debt and an improved cash position. Since the third quarter of fiscal 2019, we have **improved our inventory turn by over 30%**. This solid financial position will enable us to invest in our growth initiatives.

(IN MILLIONS)	FISCAL 2019	FISCAL 2020	FISCAL 2021	AS OF OCTOBER 29, 2022
Cash	\$4.3	\$19.0	\$15.5	\$23.5
Total Debt	\$54.1	\$74.3	-	-
Borrowing Availability	\$48.5	\$11.5	\$68.9	\$90.2
Inventory	\$102.4	\$85.0	\$81.8	\$106.8
Inventory Turnover Improvement				>30% improvement from Q3'FY19
Cash Flow from Operations	\$15.8	\$(1.2)	\$75.5	\$30.2
Free Cash Flow	\$2.4	\$(5.5)	\$70.3	\$22.3

Free Cash Flow is a non-GAAP measure, see Appendix for a reconciliation of this non-GAAP measure.

A black and white photograph of a DXL store exterior. The store has large glass windows and a prominent sign above the entrance that reads "DXL BIG + TALL". The sign is in a bold, sans-serif font. The store's facade is made of light-colored panels. The overall scene is dimly lit, suggesting an evening or night setting.

DXL
BIG + TALL

COMPELLING RUNWAY FOR FUTURE GROWTH

- Differentiated and Defendable Brand Position
 - Deep “Experience Based” Customer Relationships
 - Material Store Unit Growth Opportunities
 - Digital Commerce Transformation Driving Greater Integrated Commerce
-

THE DXL BRAND STORY IS INCREDIBLY RELEVANT FOR TODAY'S CUSTOMER

DXL's positioning builds relationships through personalized messaging + interactions that drive brand affinity.

- **BRAND POSITIONING**

- Driven by product and presentation, not price
- Clear, impactful messaging to drive awareness and create deeper customer connections
- Multi-touch campaign across all marketing channels
- Spring 2023 reveal + full-year continuation

- **REPOSITIONING VERSUS THE COMPETITION**

- Rightfully + boldly claim industry leadership position
- Leverage singular Big + Tall consumer focus throughout the entire organization
- Build upon foundational, ownable + defensible differentiators

- **AMPLIFYING THE DXL DIFFERENCE**

- *Fit Expertise:* Industry-leading expertise on Big + Tall sizing, offering fit that can't be found anywhere else
- *Quality:* The highest standards of construction + quality built solely for the Big + Tall consumer
- *Brands:* Broadest + deepest assortment of national + own brands, many of which are exclusive
- *Style Options:* Curated collection of brands and products that deliver style options for almost every occasion
- *Experience:* An elevated level of service focused on delivering an unparalleled customer experience

THE DXL EXPERIENCE BUILDS CUSTOMER RELATIONSHIPS

The Big + Tall customer is at the very core of all that DXL does - with a constant focus on recognizing, representing, understanding, + engaging with an underserved consumer on his terms.

- **LOYALTY PROGRAM**

- Recognize, incent, + activate top customers via an Acquire → Migrate → Retain program focus
- Newly revitalized program rewards deeper interactions + delivers truly differentiated benefits by tier
- Relunched in late Q3, with visible early impacts among top customer tiers

- **USER GENERATED CONTENT**

- Represent actual customers – not just models – prominently across all marketing materials + consumer touchpoints
- Create a sense of community through diverse and realistic customer representation in terms of size, age, ethnicity, + style

- **CUSTOMER DATA PLATFORM (CDP)**

- Drive a deeper understanding of customer behaviors and preferences, with an analytics and activation-based mindset
- Leverage multiple data sources and insights to unlock mass personalization at scale via dynamic content + messaging
- Currently under development + targeted to launch in early 2023

- **CONSUMER TOUCHPOINTS**

- Engage with + meet the customer where they are across multiple platforms of their choosing
- Optimize + deliver relevant, differentiated experiences through E-mail, Web, Mobile App, and SMS/Texting platforms
- Eliminate friction points from the customer journey – while recognizing customers + experiences as both unique + valuable

STORE OPPORTUNITIES AND DEVELOPMENT WILL DRIVE GROWTH

We have identified three distinct cohorts which represent opportunities to grow and enhance our store portfolio by driving greater levels of traffic, improved conversion and higher average order value:

	WHITE SPACE MARKETS	CASUAL MALE STORES	DXL STORE REMODEL
	There are undeveloped pockets of the country that have meaningful trade areas and an addressable big + tall market with no DXL presence.	Our legacy Casual Male portfolio can leverage the DXL brand to drive greater store productivity by converting-in-place our existing stores.	Certain stores withing our existing DXL fleet will be optimized to better reflect the DXL brand message through a combination of exterior and interior remodel projects.
Est. Unit Opportunity	50	30	50
Avg. Square Feet	6,500	3,300	9,200
Current Sales psf	n/a	\$220	\$250
Growth Expectations	n/a	27%	15%
Future Sales psf	\$240	\$280	\$288

STORE GROWTH & DEVELOPMENT FINANCIALS ARE IMPROVING

We believe there is opportunity to grow our store portfolio by up to 50 new stores in whitespace markets in the next few years. We also believe up to 80 existing CMXL and DXL stores will become more productive through our remodel strategy. We expect a meaningful lift in Sales per square foot and a healthy return on invested capital.

	WHITE SPACE STORES			CMXL STORES			DXL REMODEL STORES		
	Full Store			Incremental *			Incremental *		
	\$(000s)	%	Sq. Ft	\$(000s)	%	Sq. Ft	\$(000s)	%	Sq. Ft
Sales	\$1,560	100%	\$240	\$198	100%	\$60	\$349	100%	\$38
4-Wall Cash Flow	\$339	22%	\$52	\$80	40%	\$24	\$126	36%	\$14
CAPEX, TI, Inventory	\$881		\$136	\$146		\$44	\$260		\$28
Payback	3.0			1.8			2.1		
Sales to invested capital	1.8			1.4			1.3		
IRR 10-Yr	30%			45%			40%		

* Incremental refers to the expected lift on top of the legacy Casual Male XL or legacy DXL store.

DIGITAL TRANSFORMATION INITIATIVES HAVE SUCCESSFULLY RE-POSITIONED DXLG ACROSS COMMERCE

Our direct business now represents over 30% of our business and we believe we can further grow our direct business through:



- **EVOLUTION OF DXL WEBSITE AND APP**
Increased focus on delivering a consistently superior integrated commerce experience, giving our customer the freedom to shop anywhere, anytime, on any device with ease.
- **NEW TECHNOLOGY INVESTMENTS**
Web and app platform enhancements enable greater personalization and improved shopping experiences, product guidance, and fit confidence.
- **PERFORMANCE MARKETING ADVANCEMENT**
Increased usage of customer-centric analytics to invest behind top performing activities across the marketing funnel.
- **MARKETPLACE EXPANSION**
Exclusively designed product driving customer acquisition and trial. Excellent growth during fiscal 2022, with expectations of further growth and development of our marketplace offering in the coming years.

A black and white photograph of a DXL store exterior. The store has a large sign above the entrance that reads "DXL BIG + TALL". The entrance is a glass door, and there are large display windows on either side. The windows show mannequins and clothing. The store is set in a parking lot with several parking spaces visible in the foreground.

DXL
BIG + TALL

APPENDIX

Actual Results through Q3 Fiscal 2022

Actual Results Fiscal 2021

Non-GAAP Reconciliations

YTD Q3 FY 2022 Results

Highlights:

	YTD Q3 FY 19	YTD Q3 FY 20	YTD Q3 FY 21	YTD Q3 FY 22 (1)
	<i>(in millions, except for percentage of sales and per share data)</i>			
Sales	\$ 342.8	\$ 218.8	\$ 371.6	\$ 402.0
Net income (loss)	\$ (10.2)	\$ (59.5)	\$ 46.8	\$ 80.8
Adjusted EBITDA (Non-GAAP)	\$ 13.6	\$ (24.9)	\$ 62.5	\$ 59.6
<i>As a percentage of sales:</i>				
Gross margin	43.1%	30.1%	49.4%	50.8%
SG&A expenses	39.1%	41.5%	32.5%	35.9%
Operating margin	(2.3%)	(25.8%)	13.9%	12.0%
Adjusted EBITDA margin (Non-GAAP)	4.0%	(11.4%)	16.8%	14.8%
<i>Per diluted share:</i>				
Net income (loss)	\$ (0.21)	\$ (1.16)	\$ 0.69	\$ 1.20
Release of Valuation Allowance	\$ -	\$ -	\$ -	\$ 0.50
<i>Liquidity:</i>				
Cash on hand	\$ 5.5	\$ 28.6	\$ 6.9	\$ 23.5
Total debt	(64.3)	(82.9)	-	-
Net cash (debt) position	\$ (58.8)	\$ (54.3)	\$ 6.9	\$ 23.5
Cash flow from operating activities	\$ (14.4)	\$ (8.6)	\$ 64.2	\$ 30.2
Free cash flow (Non-GAAP)	\$ (25.4)	\$ (11.6)	\$ 61.3	\$ 22.3

(1) Results for the first nine months of fiscal 2022 includes a tax benefit related to the release of \$33.5 million, or \$0.50 per diluted share, of the valuation allowance against the deferred tax assets.

Adjusted EBITDA, Adjusted EBITDA margin and Free Cash Flow are non-GAAP measure, see "Non-GAAP Financial Measures" for a discussion of such non-GAAP measures.

NET OPERATING LOSS CARRYFORWARDS

We have significant net operating loss carryforwards that can be used to offset future taxable income, resulting in low cash tax payments

- At the end of fiscal 2013, we established a full valuation allowance against our net deferred tax assets, which consist primarily of net operating loss carryforwards.
- During the first nine months of fiscal 2022, we released \$33.5M of our valuation allowance, remaining allowance is \$2.4M.
- The below gross net operating losses remain available to offset future taxable income, reducing cash tax payments
- Fiscal 2021 effective tax rate of just 1.6%, as compared to statutory rate of approximately 26.0%

(in Millions)	As of January 29, 2022		TOTAL
	SUBJECT TO EXPIRATION	NO EXPIRATION	
Federal NOLs	\$100.7	\$43.1	\$143.8
State NOLs	90.0	-	90.0
Foreign NOLs	5.3	-	5.3

¹NOLs expire over the following timeframe: Federal 2028-2037, State 2028-2041, Foreign 2025-2041

NON-GAAP FINANCIAL MEASURES

<i>(in millions, except percentages)</i>	YTD Q3 FY 19	YTD Q3 FY 20	YTD Q3 FY 21	YTD Q3 FY 22 (1)
Net income (loss), on a GAAP basis	\$ (10.2)	\$ (59.5)	\$ 46.8	\$ 80.8
Add back:				
Provision (benefit) for income taxes	(0.1)	0.1	0.5	(32.9)
Interest expense	2.6	2.9	4.3	0.4
Depreciation and amortization	18.9	16.4	13.0	11.7
EBITDA, on a non-GAAP basis	\$ 11.2	\$ (40.1)	\$ 64.6	\$ 60.0
Add back:				
CEO transition costs	0.7	—	—	—
CEO transition costs/Impairment (gain) of assets	1.7	15.2	(2.1)	(0.4)
Adjusted EBITDA, on a non-GAAP basis	\$ 13.6	\$ (24.9)	\$ 62.5	\$ 59.6
	YTD Q3 FY 19	YTD Q3 FY 20	YTD Q3 FY 21	YTD Q3 FY 22 (1)
Operating margin, on a GAAP basis	(2.3%)	(25.8%)	13.9%	12.0%
Add back:				
Depreciation and amortization	5.5%	7.5%	3.5%	2.9%
EBITDA margin	3.3%	(18.3%)	17.4%	14.9%
Add back:				
CEO transition costs/Impairment (gain) of assets	0.7%	6.9%	(0.6%)	(0.1%)
Adjusted EBITDA margin, on a non-GAAP basis	4.0%	(11.4%)	16.8%	14.8%
	YTD Q3 FY 19	YTD Q3 FY 20	YTD Q3 FY 21	YTD Q3 FY 22 (1)
Cash flow from operating activities (GAAP)	\$ (14.4)	\$ (8.6)	\$ 64.2	\$ 30.2
Capital expenditures	(11.0)	(2.9)	(2.8)	(7.9)
Free cash flow (non-GAAP)	\$ (25.4)	\$ (11.6)	\$ 61.3	\$ 22.3

(1) Results for the first nine months of fiscal 2022 includes a tax benefit related to the release of \$33.5 million, or \$0.50 per diluted share, of the valuation allowance against the deferred tax assets.

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NON-GAAP FINANCIAL MEASURES

<i>(in millions, except percentages)</i>	Fiscal 2019	Fiscal 2020	Fiscal 2021
Net income (loss), on a GAAP basis	\$ (7.8)	\$ (64.5)	\$ 56.7
Add back:			
Provision for income taxes	0.1	0.1	0.9
Interest expense	3.3	3.9	4.4
Depreciation and amortization	24.6	21.5	17.2
EBITDA, on a non-GAAP basis	\$ 20.2	\$ (39.0)	\$ 79.2
Add back:			
Exit costs associated with London operations	\$ 1.7	\$ —	\$ —
CEO transition costs	0.7	—	—
Impairment of assets	0.9	14.8	(2.3)
Adjusted EBITDA, on a non-GAAP basis	\$ 23.5	\$ (24.2)	\$ 76.9

	Fiscal 2019	Fiscal 2020	Fiscal 2021
Operating margin, on a GAAP basis	(0.9%)	(19.0%)	12.3%
Add back:			
Depreciation and amortization	5.2%	6.7%	3.4%
EBITDA margin	4.3%	(12.2%)	15.7%
Add back:			
Exit costs associated with London operations	0.4%	—	0.0%
CEO transition costs	0.2%	—	0.0%
Impairment of assets	0.2%	4.7%	(0.5%)
Adjusted EBITDA margin, on a non-GAAP basis	5.0%	(7.6%)	15.2%

<i>(in millions)</i>	Fiscal 2019	Fiscal 2020	Fiscal 2021
Cash flow from operating activities (GAAP)	\$ 15.8	\$ (1.2)	\$ 75.5
Capital expenditures	(13.4)	(4.2)	(5.3)
Free cash flow (non-GAAP)	\$ 2.4	\$ (5.5)	\$ 70.3

NON-GAAP FINANCIAL MEASURES

(in millions)

Fiscal Year:	2013	2014	2015	2016	2017	2018	2019	2021	2022*
Sales	\$ 388.0	\$ 414.0	\$ 442.2	\$ 450.3	\$ 468.0	\$ 473.8	\$ 474.0	\$ 505.0	\$ 542.5
Net Income, on a GAAP basis	(59.8)	(12.3)	(8.4)	(2.3)	(18.8)	(13.5)	(7.8)	56.7	
Add back:									
Provision (benefit) for income taxes	45.7	0.2	0.3	0.2	(2.6)	(0.1)	0.1	0.9	
Interest expense	1.0	2.1	3.1	3.1	3.4	3.5	3.3	4.4	
Depreciation and amortization	20.8	24.0	28.4	30.2	31.1	28.7	24.6	17.2	
EBITDA, on a non-GAAP basis	\$ 7.8	\$ 14.1	\$ 23.3	\$ 31.2	\$ 13.0	\$ 18.5	\$ 20.2	\$ 79.2	
Add back:									
Impairment of Assets	-	-	-	0.4	4.1	4.6	0.9	(2.3)	
Corporate restructuring charge	-	-	-	-	-	1.9	-	-	
CEO transition costs	-	-	-	-	-	2.4	0.7	-	
Exit costs associated with London operations	-	-	-	-	-	-	1.7	-	
Discontinued Operations	-	1.1	-	-	-	-	-	-	
Adjusted EBITDA, on a non-GAAP basis	\$ 7.8	\$ 15.2	\$ 23.3	\$ 31.6	\$ 17.1	\$ 27.4	\$ 23.5	\$ 76.9	\$ 70.5

* The Company has not reconciled forward-looking adjusted EBITDA for fiscal 2022 because it would require unreasonable efforts at this time to estimate and quantify with a reasonable degree of certainty various necessary GAAP components, specifically related to tax items due to the reversal of the valuation allowance in fiscal 2022.

BENCHMARKING FUTURE ESG SUCCESS

BUILDING BIG IMPACTS

To develop targeted ESG initiatives, we are establishing baselines across our operations for Scope 1 and 2 emissions, energy use and much more. These measurements will allow us to build a strong ESG foundation that we can scale through our supply chain relationships.

With this first disclosure, we are identifying opportunities for improvement, staying ahead of changing regulations and starting our ESG journey with full transparency.

Measurement Summary for FY 2021

[\(Full Data Report\)](#)

