## 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): July 12, 2005

0-15898
(Commission File Number)

## CASUAL MALE RETAIL GROUP, INC.

(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)

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):

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))
$\square$ 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

On July 11, 2005, the Company issued a press release announcing that the Company is scheduled to present at the CIBC World Markets Fifth Annual Consumer Growth Conference on July 12, 2005 at 4:05 p.m., Eastern Standard Time. A copy of the press release is attached to this report as Exhibit 99.1, and is incorporated by reference herein.

Copies of the slides to be presented at the conference are attached to this report as Exhibit 99.2, and are 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.

## ITEM 9.01 - FINANCIAL STATEMENTS AND EXHIBITS

(c) Exhibits

Exhibit No.
Description

Press release dated July 11, 2005
99.2

Presentation dated July 12, 2005

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, thereunto duly authorized.

CASUAL MALE RETAIL GROUP, INC.

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

For Information Contact:
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## Casual Male Retail Group to Present at

 CIBC World Markets Fifth Annual Consumer Growth ConferenceCanton, MA - July 11, 2005 - Casual Male Retail Group, Inc., (NASDAQ: CMRG) will be presenting on July 12, 2005 at the CIBC World Markets Fifth Annual Consumer Growth Conference

David Levin, President and Chief Executive Officer of Casual Male, is scheduled to present at 4:05 p.m. eastern time on Tuesday, July 12, 2005.
The presentation is expected to last approximately 30 minutes and will be broadcast live over the Internet. The live webcast links and the accompanying slide presentations will be available on the Casual Male website at www.casualmale.com/investor and will also be archived for replay.

In addition, CMRG announced today that it joined the Russell Microcap Index. The newly launched Russell Microcap Index, which debuted on July 1 , 2005, is an unbiased barometer to compare performance against the genuine microcap marketplace of stocks. Russell recently posted the complete index membership list at www.russell.com/US/Indexes.

About Casual Male Retail Group, Inc.
CMRG, the largest retailer of big and tall men's apparel with retail operations throughout the United States, London, Canada and England, operates 496 Casual Male Big \& Tall stores, 13 Casual Male at Sears-Canada stores, 22 Rochester Big and Tall stores and a direct to consumer business which includes catalog and two e-commerce sites. The Company is headquartered in Canton, Massachusetts and its common stock is listed on the Nasdaq National Market under the symbol "CMRG."

The discussion of forward-looking information requires management of Casual Male Retail Group, Inc. to make certain estimates and assumptions regarding its strategic direction and the effect of such plans on its financial results. Casual Male Retail Group, Inc.'s actual results and the implementation of its plans and operations may differ materially from forward-looking statements it made. Casual Male Retail Group, Inc. encourages readers of forward-looking information concerning the Company to refer to its prior 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 Casual Male Retail Group, Inc.
\# \# \#


July 2005

## The CMRG Story

- Undisputed leader within a $\$ 6$ billion men's specialty big \& tall apparel arena
- Dominant player within specialty big \& tall space with 65\% market share
- Increased opportunity to consolidate a fragmented market by focused merchandising initiatives and advanced marketing techniques
- Focused growth \& profitability for Casual Male Big \& Tall and Rochester Big \& Tall Businesses.


## Business Overview

- Casual Male Big \& Tall and Rochester Clothing are the nation's largest specialty retailers of big \& tall clothing with 526 stores in 44 states and UK
- A highly fragmented marketplace combined with rapidly growing big \& tall population creates opportunity for store growth to 600-700 stores

Casual Male
BIG GTALL
ROCHESTER
首BIG\&TALL
tumberine 19w



## Benefits to CMRG

- Combined entities give CMRG 65\% market share of specialty retail sector
- Not a turn around - accretive to earnings in year one
- Senior management continues with an incentive contracts
- Synergies will increase gross margin, reduce overhead costs (warehouse, administration, insurance, etc.)
- Comparable multi-channel opportunities to Casual Male - Internet/catalog over 20\% of sales in less than 3 years
- Store growth opportunities
- Underserved markets
- Growth of 5-7 stores/yr
- International opportunities


## Rochester Big \& Tall Transaction

- 21 U.S. stores; 1 in London
- Total revenue \$65.0M
- Average sales per store
- Average transaction
- Average store sq. footage
- Average income of customer

| $\$ 2.3 \mathrm{M}$ | vs | CM $\$ 650,000$ |
| :--- | :--- | :--- |
| $\$ 400$ | vs | CM $\$ 75$ |
| 7,500 sq. ft. | vs | CM 3,500 sq. ft |
| $\$ 100,000+$ | vs | CM $\$ 71,000$ |

- Audited EBIDTA of \$3.3M
- Potential for an additional 3 million dollar savings through integration


## Rochester Brands

## claıbогпе CANALI



KENNETH COLE new york


Cloth by
Ermenegildo Zegna



## Comp Store Trend



## Multi-Channel



## Internet Sales by Month



## Store Catalog Sales



* \% gains over FYE02


## Customer Sales by Channel

| Retail only | 100 |
| :--- | :--- |
| Catalog Only | 123 |
| E-commerce Only | 104 |
| Retail \& Catalog | 276 |
| Retail \& E-commerce | 290 |
| Catalog \& E-commerce | 286 |
| Retail \& Catalog \& E-commerce | 455 |

* Indexed to retail only shoppers

- 52 page retail catalog
- Mailing Aug, Nov, \& Dec 500,000 pieces per mailing


# brands you want. styles you like. sizes that fit. 



## CRM Overview

## What is it?

- Central depository in-house database of CM customer info which both collects and deploys customer information


## What's the benefit?

- Customer data including sales, contact info, preferences, etc is updated daily rather than monthly
- Marketing will have quicker access to data including customized reporting
- Integrated loyalty program (TBD)
- In-store opportunities


## In-store Opportunities

- Customer lookup- will be able to view a customer's detailed purchase history and transactional data by channel
- Attributes- will be able to view customer provided information: size, favorite color, brand, sports team, etc.
- Triggers- reminders on POS screen based on attributes. Example include:
- \$ threshold - \$25.00 or \$50.00 away from getting the $5 \%$ disc. loyalty award
- brand promotion reminder - customer's favorite brand, Polo Ralph Lauren is on sale
- Handheld device- can perform customer lookup and view customer attribute with mobility around store



## Gross Margin Opportunity

- Core vs. seasonal/fashion - core year round basic stock items (5 pocket jean, pique polo, pocket tee, underwear, etc.)
- Implementation of E3 (replenishment system) determined that we were $25 \%$ out of stocks on core items - demand exceeded supply
- Better margins on core products than seasonal/fashion


## Guaranteed In-stock Program



- 7 key items
- Tested 20 stores in $4^{\text {th }}$ quarter
- Guaranteed In Stock Program Bottoms 49 sizes, delivery in 5 working days or FREE
- Fall launch

Great sale prices on your favorites! Stock up now on everyday basics. In-stock or it's free: Guaranteed!


## Customer Lifestyles



## Brand Strategy

2002 IMU (initial mark-up) under 65\%
Levis/Dockers \& Harbor Bay/Menswear
2005 IMU now over 67\%
George Foreman, Levis/Dockers, Reebok, Polo Jeans, Nautica Jeans, Izod, Perry Ellis, Calvin Klein, Geoffrey Beene, Henry Grethel, Harbor Bay

- Result - Better sourcing (reduction of \# of vendors)
- Anticipate continued improvement
-Direct sourcing Li \& Fung
-China Pricing





## Balance Sheet Refinancing

## Post- RBT Acquisition and Levi's and Ecko Sales 3rd Qtr, 2004

|  | 3rd Quarter, 2004 |  |  | Post-RBT Acquisition and Levi Sal <br> Year-end 2004 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Debt Balance | Annualized Interest | Average Rate | Averaga Debt Balance | Annualized Interest | Average Rate |
| 5\% due 2007 | \$ 7.60 | \$ 0.38 | 5.0\% | \$ 7.60 | \$ 0.38 | 5.0\% |
| 9\% Mortgage Note | \$ 10.10 | \$ 0.91 | 9.0\% | \$ 10.10 | \$ 0.91 | 9.0\% |
| Credit Facility | \$ 35.80 | \$ 1.58 | 4.4\% | \$ 20.00 | \$ 0.88 | 4.4\% |
| Term Loan | \$ | \$ |  | \$ 7.50 | \$ 0.56 | 7.5\% |
| New Sr. Sub. Convert. | \$ 100.00 | \$ 5.00 | 5.0\% | \$ 100.00 | \$ 5.00 | 5.0\% |
|  | \$ 153.50 | \$ 7.86 | 5.1\% | \$ 145.20 | \$ 7.73 | 5.3\% |

## Forward - Looking Statement

Any remarks that we make today about future expectations, plans and prospects for Casual Male Retail Group, Inc. which are not historical facts, are forward-looking statements that involve risks and uncertainties. For a discussion of such risks and uncertainties, which could cause the Company's actual results to differ from those contained in the forwardlooking statements, please read the section entitled "Forward-Looking Statements" in the Company's most recent Form 10-K and Form 10-Q and the Form 8-K filed on April 8, 2005 with the Securities and Exchange Commission.

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