

CLAIRE'S STORES INC  
Form 10-Q  
June 13, 2016  
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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

**FORM 10-Q**

☒ **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the Quarterly Period Ended April 30, 2016**

**OR**

☐ **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the transition period from \_\_\_\_\_ to \_\_\_\_\_**

**Commission File Nos. 1-8899, 333-148108 and 333-175171**

**Claire's Stores, Inc.**

**(Exact name of registrant as specified in its charter)**

**Florida**  
**(State or other jurisdiction of**  
**incorporation or organization)**

**59-0940416**  
**(I.R.S. Employer**  
**Identification No.)**

**2400 West Central Road,**  
**Hoffman Estates, Illinois**  
**(Address of principal executive offices)**  
**Registrant's telephone number, including area code: (847) 765-1100**

**60192**  
**(Zip Code)**

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☐ No ☒

Explanatory Note: While registrant is not subject to the filing requirements of Section 13 or 15(d) of the Exchange Act, it has filed all reports pursuant to Section 13 or 15(d) of the Exchange Act during the preceding 12 months.

Indicate by check mark whether registrant has submitted electronically and posted on its corporate web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files)  
) Yes ☒ No ☐

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Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of large accelerated filer, accelerated filer, and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☐

Accelerated filer ☐

Non-accelerated filer ☒

Smaller reporting company ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

As of June 1, 2016, 100 shares of the Registrant's common stock, \$0.001 par value, were outstanding.

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**CLAIRE S STORES, INC. AND SUBSIDIARIES**

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**Table of Contents****PART I. FINANCIAL INFORMATION****CLAIRE S STORES, INC. AND SUBSIDIARIES****UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS**

	April 30, 2016	January 30, 2016
	(In thousands, except share and per share amounts)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 48,888	\$ 18,871
Inventories	162,476	151,954
Prepaid expenses	31,316	15,676
Other current assets	28,919	26,254
Total current assets	271,599	212,755
Property and equipment:		
Furniture, fixtures and equipment	250,064	245,954
Leasehold improvements	315,378	310,021
	565,442	555,975
Accumulated depreciation and amortization	(396,730)	(383,334)
	168,712	172,641
Leased property under capital lease:		
Land and building	18,055	18,055
Accumulated depreciation and amortization	(5,636)	(5,416)
	12,419	12,639
Goodwill	1,301,922	1,301,922
Intangible assets, net of accumulated amortization of \$76,931 and \$74,683, respectively	471,805	470,227
Other assets	44,574	43,371
	1,818,301	1,815,520
Total assets	\$ 2,271,031	\$ 2,213,555
LIABILITIES AND STOCKHOLDER S DEFICIT		
Current liabilities:		
Revolving credit facilities	\$ 158,739	\$ 41,059

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Trade accounts payable	76,763	73,133
Income taxes payable	6,010	6,165
Accrued interest payable	42,663	67,984
Accrued expenses and other current liabilities	72,991	85,225
Total current liabilities	357,166	273,566
Long-term debt	2,352,249	2,351,072
Obligation under capital lease	16,635	16,712
Deferred tax liability	103,213	103,309
Deferred rent expense	36,168	36,144
Unfavorable lease obligations and other long-term liabilities	11,580	12,996
	2,519,845	2,520,233
Commitments and contingencies		
Stockholder's deficit:		
Common stock par value \$0.001 per share; authorized 1,000 shares; issued and outstanding 100 shares		
Additional paid-in capital	618,798	618,831
Accumulated other comprehensive loss, net of tax	(36,184)	(49,239)
Accumulated deficit	(1,188,594)	(1,149,836)
	(605,980)	(580,244)
Total liabilities and stockholder's deficit	\$ 2,271,031	\$ 2,213,555

See Accompanying Notes to Unaudited Condensed Consolidated Financial Statements.

**Table of Contents****CLAIRE S STORES, INC. AND SUBSIDIARIES****UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND  
COMPREHENSIVE LOSS**

(in thousands)

	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Net sales	\$ 299,647	\$ 319,995
Cost of sales, occupancy and buying expenses (exclusive of depreciation and amortization shown separately below)	158,353	172,852
Gross profit	141,294	147,143
Other expenses:		
Selling, general and administrative	107,722	113,018
Depreciation and amortization	14,060	14,554
Severance and transaction-related costs	1,573	407
Other expense, net	2,945	140
	126,300	128,119
Operating income	14,994	19,024
Interest expense, net	55,079	54,420
Loss before income tax (benefit) expense	(40,085)	(35,396)
Income tax (benefit) expense	(1,327)	22
Net loss	\$ (38,758)	\$ (35,418)
Net loss	\$ (38,758)	\$ (35,418)
Other comprehensive income:		
Foreign currency translation adjustments	2,860	(85)
Net gain on intra-entity foreign currency transactions, net of tax expense (benefit) of \$525 and \$(264)	10,195	549
Other comprehensive income	13,055	464
Comprehensive loss	\$ (25,703)	\$ (34,954)

See Accompanying Notes to Unaudited Condensed Consolidated Financial Statements.





**Table of Contents****CLAIRE S STORES, INC. AND SUBSIDIARIES****UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(in thousands)

	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Cash flows from operating activities:		
Net loss	\$ (38,758)	\$ (35,418)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	14,060	14,554
Amortization of lease rights and other assets	658	787
Amortization of debt issuance costs	2,102	2,036
Accretion of debt premium	(662)	(608)
Net unfavorable accretion of lease obligations	(62)	(84)
Loss on sale/retirement of property and equipment, net	102	156
Stock-based compensation benefit	(33)	(646)
(Increase) decrease in:		
Inventories	(7,187)	(10,331)
Prepaid expenses	(14,220)	(15,010)
Other assets	(1,478)	(522)
Increase (decrease) in:		
Trade accounts payable	1,134	10,891
Income taxes payable	(1,009)	(1,247)
Accrued interest payable	(25,322)	(25,571)
Accrued expenses and other liabilities	(15,153)	(7,900)
Deferred income taxes	(355)	613
Deferred rent expense	(611)	(334)
Net cash used in operating activities	(86,794)	(68,634)
Cash flows from investing activities:		
Acquisition of property and equipment	(4,215)	(6,207)
Acquisition of intangible assets/lease rights	(91)	(44)
Net cash used in investing activities	(4,306)	(6,251)
Cash flows from financing activities:		
Proceeds from revolving credit facilities	116,864	136,986
Payments on revolving credit facilities		(69,486)
Payment of debt issuance costs	(44)	
Principal payments on capital lease	(58)	(40)
Net cash provided by financing activities	116,762	67,460

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Effect of foreign currency exchange rate changes on cash and cash equivalents	4,355	481
Net increase (decrease) in cash and cash equivalents	30,017	(6,944)
Cash and cash equivalents, at beginning of period	18,871	27,386
Cash and cash equivalents, at end of period	48,888	20,442
Restricted cash, at end of period		2,016
Cash and cash equivalents and restricted cash, at end of period	\$ 48,888	\$ 22,458
Supplemental disclosure of cash flow information:		
Interest paid	\$ 78,940	\$ 78,524
Income taxes paid	1,132	1,287

See Accompanying Notes to Unaudited Condensed Consolidated Financial Statements.

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**CLAIRE S STORES, INC. AND SUBSIDIARIES**

**NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**1. Basis of Presentation**

The accompanying Unaudited Condensed Consolidated Financial Statements have been prepared in accordance with the instructions to Form 10-Q and do not include all of the information and footnotes required by U.S. generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair statement of the results for the interim periods presented have been included. These statements should be read in conjunction with the Consolidated Financial Statements and notes thereto included in the Annual Report on Form 10-K for the year ended January 30, 2016 filed with the Securities and Exchange Commission, including Note 2 to the Consolidated Financial Statements included therein, which discusses principles of consolidation and summary of significant accounting policies.

The Unaudited Condensed Consolidated Financial Statements have been prepared in accordance with accounting principles generally accepted in the United States of America, which require management to make certain estimates and assumptions about future events. These estimates and the underlying assumptions affect the amounts of assets and liabilities reported, disclosures regarding contingent assets and liabilities and reported amounts of revenues and expenses. Such estimates include, but are not limited to, the value of inventories, goodwill, intangible assets and other long-lived assets, legal contingencies and assumptions used in the calculation of income taxes, stock-based compensation, residual values and other items. These estimates and assumptions are based on management's best estimates and judgment. Management evaluates its estimates and assumptions on an ongoing basis using historical experience and other factors, including the current economic environment, which management believes to be reasonable under the circumstances. Management adjusts such estimates and assumptions when facts and circumstances dictate. Illiquid credit markets, volatile equity, foreign currency, and energy markets and declines in consumer spending have combined to increase the uncertainty inherent in such estimates and assumptions. As future events and their effects cannot be determined with precision, actual results could differ significantly from these estimates. Changes in those estimates will be reflected in the financial statements in those future periods when the changes occur.

Due to the seasonal nature of the retail industry and the Company's business, the results of operations for interim periods of the year are not necessarily indicative of the results of operations on an annualized basis.

**2. Recent Accounting Pronouncements**

In March 2016, the Financial Accounting Standards Board ( FASB ) issued Accounting Standards Update ( ASU ) 2016-04 Liabilities - Extinguishments of Liabilities (Subtopic 405-20), *Recognition of Breakage for Certain Prepaid Stored-Value Products*. The new guidance addresses diversity in practice related to the derecognition of a prepaid stored-value product liability. ASU 2016-4 is effective for annual periods, and interim periods within those annual periods, beginning after December 15, 2017, with early adoption permitted. The amended standard may be adopted on either a modified retrospective or a retrospective basis. The Company does not expect adoption of ASU 2016-04 to have a material impact on the Company's financial position, results of operations or cash flows.

In March 2016, FASB issued ASU 2016-09, *Compensation - Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting*, which simplifies several aspects of the accounting for share-based

payment transactions, including the accounting for income taxes, forfeitures and statutory tax withholding requirements, as well as classification in the statement of cash flows. The Company will be required to recognize all excess tax benefits and shortfalls as income tax expense or benefit in the income statement within the reporting period in which they occur. The requirements of the new standard will be effective for annual reporting periods beginning after December 15, 2016, including interim periods within those annual reporting periods, which for the Company is the first quarter of fiscal 2017. The Company has not yet evaluated the impact that this standard will have on its consolidated financial position, results of operations, and cash flows.

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In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which establishes a right-of-use (ROU) model that requires a lessee to record a ROU asset and a lease liability on the balance sheet for substantially all leases. Leases will be classified as either financing or operating, with classification affecting the pattern of expense recognition in the statement of income. The new standard is effective for years beginning after December 15, 2018, including interim periods within those years. The Company has not yet evaluated the impact that this standard will have on its consolidated financial position, results of operations, and cash flows.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers*, which requires an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. ASU 2014-09 will replace most existing revenue recognition guidance when it becomes effective. On August 12, 2015, the FASB issued ASU 2015-14, *Revenue from Contracts with Customers (Topic 606): Deferral of the Effective Date*, which delays the effective date of ASU 2014-09 by one year. The new standard is effective for the Company on January 1, 2018. Early application is not permitted. The standard permits the use of either the retrospective or cumulative effect transition method. The Company is evaluating the effect that ASU 2014-09 will have on its consolidated financial statements and related disclosures. The Company has not yet selected a transition method nor has it determined the effect of the standard on its ongoing financial reporting.

**3. Fair Value Measurements**

ASC 820, *Fair Value Measurement Disclosures*, defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. Disclosures of the fair value of certain financial instruments are required, whether or not recognized in the Unaudited Condensed Consolidated Balance Sheets. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date and in the principal or most advantageous market for that asset or liability. There is a three-level valuation hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. Observable inputs are inputs market participants would use in valuing the asset or liability and are developed based on market data obtained from sources independent of the Company. Unobservable inputs are inputs that reflect the Company's assumptions about the factors market participants would use in valuing the asset or liability.

**Financial Assets and Liabilities Measured at Fair Value on a Recurring Basis**

The Company does not have any assets (liabilities) measured at fair value on a recurring basis.

**Non-Financial Assets Measured at Fair Value on a Non-Recurring Basis**

The Company's non-financial assets, which include goodwill, intangible assets, and long-lived tangible assets, are not adjusted to fair value on a recurring basis. Fair value measures of non-financial assets are primarily used in the impairment analysis of these assets. Any resulting asset impairment would require that the non-financial asset be recorded at its fair value. The Company reviews goodwill and indefinite-lived intangible assets for impairment annually, during the fourth quarter of each fiscal year, or as circumstances indicate the possibility of impairment. The Company monitors the carrying value of definite-lived intangible assets and long-lived tangible assets for impairment whenever events or changes in circumstances indicate its carrying amount may not be recoverable.

**Financial Instruments Not Measured at Fair Value**

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The Company's financial instruments consist primarily of cash and cash equivalents, accounts receivable, current liabilities, long-term debt and revolving credit facilities. Cash and cash equivalents, accounts receivable and current liabilities approximate fair market value due to the relatively short maturity of these financial instruments.

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The Company considers all investments with a maturity of three months or less when acquired to be cash equivalents. The Company's cash equivalent instruments are valued using quoted market prices and are primarily U.S. Treasury securities. The revolving credit facilities approximate fair value due to the variable component of the interest rate. Excluding unamortized debt issuance costs, the estimated fair value of the Company's long-term debt was approximately \$1.28 billion as of April 30, 2016, compared to a carrying value of \$2.37 billion at that date. Excluding unamortized debt issuance costs, the estimated fair value of the Company's long-term debt was approximately \$1.04 billion as of January 30, 2016, compared to a carrying value of \$2.37 billion at that date. For publicly-traded debt, the fair value (estimated market value) is based on quoted market prices in less active markets. For non-publicly traded debt, fair value is estimated based on quoted prices for similar instruments. If measured at fair value in the financial statements, long-term debt would be classified as Level 2 in the fair value hierarchy.

**4. Debt**

Debt as of April 30, 2016 and January 30, 2016 included the following components (in thousands):

	<b>April 30, 2016</b>	<b>January 30, 2016</b>
U.S. senior secured revolving credit facility due 2017	\$ 110,200	\$ 42,200
Europe unsecured revolving credit facility due 2017	50,000	
Unamortized debt issuance cost	(1,461)	(1,141)
Total revolving credit facilities	\$ 158,739	\$ 41,059
Long-term debt:		
10.5% Senior subordinated notes due 2017	\$ 259,612	\$ 259,612
9.0% Senior secured first lien notes due 2019 <sup>(1)</sup>	1,133,692	1,134,354
8.875% Senior secured second lien notes due 2019	450,000	450,000
6.125% Senior secured first lien notes due 2020	210,000	210,000
7.75% Senior notes due 2020	320,000	320,000
Unamortized debt issuance cost	(21,055)	(22,894)
Total long-term debt	\$ 2,352,249	\$ 2,351,072
Obligation under capital lease (including current portion)	\$ 16,896	\$ 16,954

(1) Amount includes unamortized premium of \$8,692 and \$9,354 as of April 30, 2016 and January 30, 2016, respectively.

U.S. Revolving Credit Facility and Note Covenants

The Amended and Restated Credit Agreement with respect to the Company's senior secured revolving credit facility due 2017, as amended (the "U.S. Credit Facility") in the amount of \$115 million and our 10.5% Senior Subordinated Notes due 2017 (the "Senior Subordinated Notes"), 8.875% Senior Secured Second Lien Notes due 2019 (the "Senior Secured Lien Notes"), 9.0% Senior Secured First Lien Notes due 2019 (the "9.0% Senior Secured First Lien Notes"), 6.125% Senior Secured First Lien Notes due 2020 (the "6.125% Senior Secured First Lien Notes") and 7.75% Senior Notes due 2020 (the "7.75% Senior Notes") (collectively, the "Notes") contain certain covenants that, among other things, subject to certain exceptions and other basket amounts, restrict our ability and the ability of our subsidiaries to:

incur additional indebtedness;

pay dividends or distributions on our capital stock, repurchase or retire our capital stock and redeem, repurchase or defease any subordinated indebtedness;

make certain investments;

create or incur certain liens;



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create restrictions on the payment of dividends or other distributions to us from our subsidiaries;

transfer or sell assets;

engage in certain transactions with our affiliates; and

merge or consolidate with other companies or transfer all or substantially all of our assets.

Certain of these covenants in the indentures governing the Notes, such as limitations on the Company's ability to make certain payments such as dividends, or incur debt, will no longer apply if the Notes have investment grade ratings from both of the rating agencies of Moody's Investor Services, Inc. ( "Moody's" ) and Standard & Poor's Ratings Group ( "S&P" ) and no event of default has occurred. Since the date of issuance of the Notes, the Notes have not received investment grade ratings from Moody's or S&P. Accordingly, all of the covenants under the Notes currently apply to the Company.

The U.S. Credit Facility also contains customary provisions relating to mandatory prepayments, voluntary payments, affirmative and negative covenants, and events of default. In addition, so long as the revolving loans and letters of credit outstanding exceed \$15.0 million, the Company is required to maintain, at each borrowing date measured at the end of the prior fiscal quarter (but reflecting borrowings and repayments under the U.S. Credit Facility through the measurement date) and at the end of each quarter, a maximum Total Net Secured Leverage Ratio based upon the ratio of its net senior secured first lien debt to adjusted earnings before interest, taxes, depreciation and amortization for the period of four consecutive fiscal quarters most recently ended. Effective September 10, 2015, the Company amended the provisions in its U.S. Credit Facility to increase the maximum Total Net Secured Leverage Ratio. Commencing with the third quarter of Fiscal 2015, the maximum ratio is 6.75:1.0 for all quarters through the end of Fiscal 2016 except the fourth quarters of Fiscal 2015 and Fiscal 2016 when the ratio will be 6.35:1.0.

### Europe Revolving Credit Facility

Certain of the Company's European subsidiaries are parties to an unsecured multi-currency revolving credit facility, dated October 2, 2014, as amended on July 15, 2015 (as amended, the "Europe Credit Facility" ) in the amount of \$50 million that will terminate on August 20, 2017. Loans under the Europe Credit Facility bear interest at 2.50% per annum plus the Euro Interbank Offered Rate as in effect for interest periods of one, three or six months or any other period agreed upon. The Europe Credit Facility also provides for a facility fee of 0.875% per annum on the unused amount of the facility.

All obligations under the Europe Credit Facility are unconditionally and fully guaranteed by Claire's (Gibraltar) Holdings Limited ( "Claire's Gibraltar" ) and certain of its existing direct or indirect wholly-owned European subsidiaries, subject to certain exceptions and limitations.

The Europe Credit Facility contains customary affirmative and negative covenants applicable to Claire's Gibraltar and its subsidiaries, events of default and provisions relating to mandatory and voluntary payments, which include an annual requirement that for at least five successive Business Days in each year no loans under the Europe Credit Facility may be outstanding. The Europe Credit Facility also contains covenants that require Claire's Gibraltar to maintain particular financial ratios so long as any amounts are outstanding under the facility: a Fixed Charge Cover Ratio not lower than 1.5:1.0 based upon the ratio of adjusted earnings before interest, taxes, depreciation, amortization, and rent to net interest and rent for each period of four consecutive fiscal quarters and a Leverage Ratio

not more than 1.5:1.0 based upon the ratio of net debt to adjusted earnings before interest, taxes, depreciation and amortization for each period of four consecutive fiscal quarters.

Europe Bank Credit Facilities

Our non-U.S. subsidiaries have bank credit facilities totaling \$2.3 million. These facilities are used for working capital requirements, letters of credit and various guarantees. These credit facilities have been arranged in accordance with customary lending practices in their respective countries of operation. As of April 30, 2016, we had a reduction of \$2.1 million for outstanding bank guarantees, which reduces the borrowing availability to \$0.2 million as of that date.

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See Note 3 Fair Value Measurements for related fair value disclosure on debt, and Note 12 Subsequent Event.

**5. Commitments and Contingencies**

The Company is, from time to time, involved in litigation incidental to the conduct of its business, including personal injury litigation, litigation regarding merchandise sold, including product and safety concerns regarding heavy metal and chemical content in merchandise, litigation with respect to various employment matters, including litigation with present and former employees, wage and hour litigation and litigation regarding intellectual property rights.

The Company believes that current pending litigation will not have a material adverse effect on its consolidated financial position, results of operations or cash flows.

**6. Accumulated Other Comprehensive Income (Loss)**

The following summary sets forth the components of accumulated other comprehensive income (loss), net of tax as follows (in thousands, net of tax):

	<b>Foreign Currency Items</b>	<b>Derivative Instrument</b>	<b>Total</b>
Balance as of January 30, 2016	\$ (54,971)	\$ 5,732	\$ (49,239)
Other comprehensive income	13,055		13,055
Balance as of April 30, 2016	\$ (41,916)	\$ 5,732	\$ (36,184)

**7. Stock Options and Stock-Based Compensation**

The following is a summary of activity in the Company's stock option plan for the three months ended April 30, 2016:

	<b>Number of Shares</b>	<b>Weighted- Average Exercise Price</b>	<b>Weighted- Average Remaining Contractual Term (Years)</b>
Outstanding as of January 30, 2016	3,710,022	\$ 9.43	
Options granted	1,800	\$ 5.75	
Options exercised			
Options forfeited	(58,483)	\$ 9.14	
Options expired	(164,968)	\$ 10.00	
Outstanding as of April 30, 2016	3,488,371	\$ 9.40	4.1

Options vested and expected to vest as of April 30, 2016	3,216,872	\$ 9.48	4.1
Exercisable as of April 30, 2016	1,666,976	\$ 10.00	3.4

The weighted average grant date fair value of options granted during the three months ended April 30, 2016 and May 2, 2015 was \$0.50 and \$0.04, respectively.

During the three months ended April 30, 2016 and May 2, 2015, the Company recorded stock-based compensation expense (benefit) and additional paid-in capital relating to stock-based compensation of

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approximately \$0 million and \$(0.6) million, respectively. During the three months ended April 30, 2016 and May 2, 2015, the Company recorded a reversal of stock option expense of \$0.1 million and \$0.7 million, respectively. Stock-based compensation benefit is recorded in Selling, general and administrative expenses in the accompanying Unaudited Condensed Consolidated Statements of Operations and Comprehensive Loss.

### **8. Income Taxes**

The effective income tax rate was 3.3% for the three months ended April 30, 2016. This effective income tax rate differed from the statutory federal income tax rate of 35% primarily from increases in the valuation allowance recorded for additional deferred tax assets generated primarily from operating losses in the three months ended April 30, 2016 by the Company's U.S. operations.

The effective income tax rate was (0.1)% for the three months ended May 2, 2015. This effective income tax rate differed from the statutory federal income tax rate of 35% primarily from increases in the valuation allowance recorded for additional deferred tax assets generated primarily from operating losses in the three months ended May 2, 2015 by the Company's U.S. operations.

### **9. Related Party Transactions**

The Company, Parent, and affiliates have purchased and may, from time to time, purchase portions of the Company's indebtedness. All of these purchases have been open market transactions and any interest payments to Parent or affiliates made thereon are paid in accordance with the associated indenture. As of April 30, 2016 and January 30, 2016, Parent and affiliates held \$233.1 million and \$233.0 million of the Company's indebtedness and the Company had accrued interest payable associated with the indebtedness in the amounts of \$10.1 million and \$4.0 million, respectively. For the three months ended April 30, 2016 and May 2, 2015, the Company recognized interest expense related to the indebtedness held by Parent and affiliates of \$6.1 million and \$5.7 million, respectively. See Note 12 Subsequent Event.

### **10. Segment Information**

The Company is organized based on the geographic markets in which it operates. Under this structure, the Company currently has two reportable segments: North America and Europe. The Company accounts for the goods it sells to third parties under franchising and licensing agreements within Net sales and Cost of sales, occupancy and buying expenses in the Company's Unaudited Condensed Consolidated Statements of Operations and Comprehensive Loss within its North America segment. The franchise fees the Company charges under the franchising agreements are reported in Other expense (income), net in the accompanying Unaudited Condensed Consolidated Statements of Operations and Comprehensive Loss within its Europe segment. Substantially all of the interest expense on the Company's outstanding debt is recorded in the Company's North America segment.

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Net sales, depreciation and amortization and operating income for the three months ended April 30, 2016 and May 2, 2015 are as follows (in thousands):

	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Net sales:		
North America	\$ 199,306	\$ 205,728
Europe	100,341	114,267
Total net sales	299,647	319,995
Depreciation and amortization:		
North America	9,095	9,193
Europe	4,965	5,361
Total depreciation and amortization	14,060	14,554
Operating income (loss) for reportable segments:		
North America	24,571	19,585
Europe	(8,004)	(154)
Total operating income for reportable segments	16,567	19,431
Severance and transaction-related costs	1,573	407
Consolidated operating income	14,994	19,024
Interest expense, net	55,079	54,420
Consolidated loss before income tax (benefit) expense	\$ (40,085)	\$ (35,396)

Excluded from operating income for the North America segment are severance and transaction-related costs of approximately \$1.3 million and \$0.1 million for the three months ended April 30, 2016 and May 2, 2015, respectively.

Excluded from operating loss for the Europe segment are severance and transaction-related costs of approximately \$0.3 million and \$0.3 million for the three months ended April 30, 2016 and May 2, 2015, respectively.

**11. Supplemental Financial Information**

On May 29, 2007, Claire's Stores, Inc. (the "Issuer"), issued the Senior Subordinated Notes, (collectively, the "2007 Notes"). On March 4, 2011, the Issuer issued the Senior Secured Second Lien Notes, (collectively, the "2011 Notes"). On February 28, 2012, March 12, 2012 and September 20, 2012, the Issuer issued the 9.0% Senior Secured First Lien

Notes (collectively, the 2012 Notes ). On March 15, 2013, the Issuer issued the 6.125% Senior Secured First Lien Notes and on May 14, 2013, the Issuer issued the 7.75% Senior Notes (collectively, the 2013 Notes ). The 2007 Notes and the 2011 Notes are irrevocably and unconditionally guaranteed, jointly and severally, by all wholly-owned domestic current and future subsidiaries of Claire's Stores, Inc. that guarantee the Company's U.S. Credit Facility. The 2012 Notes and the 2013 Notes are unconditionally guaranteed, jointly and severally, by all wholly-owned domestic current and future subsidiaries of Claire's Stores, Inc. As of April 30, 2016 Claire's Stores, Inc. owned 100% of its domestic subsidiaries that guarantee the 2007 Notes, 2011 Notes, 2012 Notes, and 2013 Notes. All guarantors are collectively referred to as the Guarantors. The Company's other subsidiaries, principally its international subsidiaries including its European, Canadian and Asian subsidiaries (the Non-Guarantors ), are not guarantors of these Notes. See Note 12 Subsequent Event.

The tables in the following pages present the condensed consolidating financial information for the Issuer, the Guarantors and the Non-Guarantors, together with eliminations, as of and for the periods indicated. The consolidating financial information may not necessarily be indicative of the financial position, results of operations or cash flows had the Issuer, Guarantors and Non-Guarantors operated as independent entities.

**Table of Contents****Condensed Consolidating Balance Sheet****April 30, 2016****(in thousands)**

	<b>Issuer</b>	<b>Guarantors</b>	<b>Non-Guarantors</b>	<b>Eliminations</b>	<b>Consolidated</b>
<b>ASSETS</b>					
Current assets:					
Cash and cash equivalents	\$ 17,769	\$ 3,794	\$ 27,325	\$	\$ 48,888
Inventories		94,071	68,405		162,476
Prepaid expenses	1,048	13,528	16,740		31,316
Other current assets		17,048	11,871		28,919
Total current assets	18,817	128,441	124,341		271,599
Property and equipment:					
Furniture, fixtures and equipment	5,707	159,465	84,892		250,064
Leasehold improvements	1,315	190,122	123,941		315,378
	7,022	349,587	208,833		565,442
Accumulated depreciation and amortization	(4,692)	(256,192)	(135,846)		(396,730)
	2,330	93,395	72,987		168,712
Leased property under capital lease:					
Land and building		18,055			18,055
Accumulated depreciation and amortization		(5,636)			(5,636)
		12,419			12,419
Intercompany receivables		185,730	3,413	(189,143)	
Investment in subsidiaries	1,814,768	(46,828)		(1,767,940)	
Goodwill		987,517	314,405		1,301,922
Intangible assets, net	257,000	523	214,282		471,805
Other assets	469	4,730	39,375		44,574
	2,072,237	1,131,672	571,475	(1,957,083)	1,818,301
Total assets	\$ 2,093,384	\$ 1,365,927	\$ 768,803	\$ (1,957,083)	\$ 2,271,031



**LIABILITIES AND  
STOCKHOLDER'S EQUITY  
(DEFICIT)**

## Current liabilities:

Revolving credit facilities	\$ 109,233	\$	\$ 49,506	\$	\$ 158,739
Trade accounts payable	690	22,526	53,547		76,763
Income taxes payable		62	5,948		6,010
Accrued interest payable	42,605		58		42,663
Accrued expenses and other current liabilities	5,444	33,565	33,982		72,991

Total current liabilities	157,972	56,153	143,041		357,166
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Intercompany payables	189,143		(189,143)		
Long-term debt	2,352,249				2,352,249
Obligation under capital lease		16,635			16,635
Deferred tax liability		94,699	8,514		103,213
Deferred rent expense		24,268	11,900		36,168
Unfavorable lease obligations and other long-term liabilities		11,570	10		11,580
	2,541,392	147,172	20,424	(189,143)	2,519,845

## Stockholder's equity (deficit):

Common stock		367	2	(369)	
Additional paid in capital	618,798	1,435,909	797,656	(2,233,565)	618,798
Accumulated other comprehensive income (loss), net of tax	(36,184)	(3,515)	(33,769)	37,284	(36,184)
Accumulated deficit	(1,188,594)	(270,159)	(158,551)	428,710	(1,188,594)
	(605,980)	1,162,602	605,338	(1,767,940)	(605,980)

Total liabilities and stockholder's equity (deficit)	\$ 2,093,384	\$ 1,365,927	\$ 768,803	\$ (1,957,083)	\$ 2,271,031
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**Table of Contents****Condensed Consolidating Balance Sheet****January 30, 2016****(in thousands)**

	<b>Issuer</b>	<b>Guarantors</b>	<b>Non-Guarantors</b>	<b>Eliminations</b>	<b>Consolidated</b>
<b>ASSETS</b>					
Current assets:					
Cash and cash equivalents	\$ 2,664	\$ 3,394	\$ 12,813	\$	\$ 18,871
Inventories		94,014	57,940		151,954
Prepaid expenses	344	1,485	13,847		15,676
Other current assets		16,023	10,231		26,254
Total current assets	3,008	114,916	94,831		212,755
Property and equipment:					
Furniture, fixtures and equipment	5,537	160,128	80,289		245,954
Leasehold improvements	1,315	191,085	117,621		310,021
	6,852	351,213	197,910		555,975
Accumulated depreciation and amortization	(4,455)	(252,181)	(126,698)		(383,334)
	2,397	99,032	71,212		172,641
Leased property under capital lease:					
Land and building		18,055			18,055
Accumulated depreciation and amortization		(5,416)			(5,416)
		12,639			12,639
Intercompany receivables		169,836	43,000	(212,836)	
Investment in subsidiaries	1,836,079	(43,436)		(1,792,643)	
Goodwill		987,517	314,405		1,301,922
Intangible assets, net	257,000	671	212,556		470,227
Other assets	486	3,507	39,378		43,371
	2,093,565	1,118,095	609,339	(2,005,479)	1,815,520
Total assets	\$ 2,098,970	\$ 1,344,682	\$ 775,382	\$ (2,005,479)	\$ 2,213,555

**LIABILITIES AND  
STOCKHOLDER'S EQUITY  
(DEFICIT)**

## Current liabilities:

Revolving credit facilities	\$ 41,059	\$	\$	\$	\$ 41,059
Trade accounts payable	642	27,930	44,561		73,133
Income taxes payable		228	5,937		6,165
Accrued interest payable	67,948		36		67,984
Accrued expenses and other current liabilities	5,657	39,834	39,734		85,225
Total current liabilities	115,306	67,992	90,268		273,566

Intercompany payables	212,836		(212,836)		
Long-term debt	2,351,072				2,351,072
Obligation under capital lease		16,712			16,712
Deferred tax liability		93,626	9,683		103,309
Deferred rent expense		24,815	11,329		36,144
Unfavorable lease obligations and other long-term liabilities		12,977	19		12,996
	2,563,908	148,130	21,031	(212,836)	2,520,233

## Stockholder's equity (deficit):

Common stock		367	2	(369)	
Additional paid in capital	618,831	1,435,909	797,656	(2,233,565)	618,831
Accumulated other comprehensive income (loss), net of tax	(49,239)	(7,390)	(41,341)	48,731	(49,239)
Accumulated deficit	(1,149,836)	(300,326)	(92,234)	392,560	(1,149,836)
	(580,244)	1,128,560	664,083	(1,792,643)	(580,244)

Total liabilities and stockholder's equity (deficit)	\$ 2,098,970	\$ 1,344,682	\$ 775,382	\$ (2,005,479)	\$ 2,213,555
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**Table of Contents****Condensed Consolidating Statement of Operations and Comprehensive Loss****For The Three Months Ended April 30, 2016****(in thousands)**

	<b>Issuer</b>	<b>Guarantors</b>	<b>Non-Guarantors</b>	<b>Eliminations</b>	<b>Consolidated</b>
Net sales	\$	\$ 186,024	\$ 113,623	\$	\$ 299,647
Cost of sales, occupancy and buying expenses (exclusive of depreciation and amortization shown separately below)	2,725	91,252	64,376		158,353
Gross profit (deficit)	(2,725)	94,772	49,247		141,294
Other expenses:					
Selling, general and administrative	4,771	55,413	47,538		107,722
Depreciation and amortization	237	8,314	5,509		14,060
Severance and transaction-related costs	1,348	(3)	228		1,573
Other (income) expense	(1,411)	16	4,340		2,945
	4,945	63,740	57,615		126,300
Operating income (loss)	(7,670)	31,032	(8,368)		14,994
Interest expense, net	54,269	540	270		55,079
Income (loss) before income taxes	(61,939)	30,492	(8,638)		(40,085)
Income tax expense (benefit)		(1,339)	12		(1,327)
Income (loss) from continuing operations	(61,939)	31,831	(8,650)		(38,758)
Equity in earnings (loss) of subsidiaries	23,181	(1,664)		(21,517)	
Net income (loss)	(38,758)	30,167	(8,650)	(21,517)	(38,758)
Foreign currency translation adjustments	2,860	1,486	(2,706)	1,220	2,860
Net gain (loss) on intra-entity foreign currency transactions, net of tax	10,195	2,389	10,278	(12,667)	10,195
Other comprehensive income (loss)	13,055	3,875	7,572	(11,447)	13,055
Comprehensive income (loss)	\$ (25,703)	\$ 34,042	\$ (1,078)	\$ (32,964)	\$ (25,703)

**Condensed Consolidating Statement of Operations and Comprehensive Loss**

## For The Three Months Ended May 2, 2015

(in thousands)

	Issuer	Guarantors	Non-Guarantors	Eliminations	Consolidated
Net sales	\$	\$ 192,508	\$ 127,487	\$	\$ 319,995
Cost of sales, occupancy and buying expenses (exclusive of depreciation and amortization shown separately below)	53	102,177	70,622		172,852
Gross profit (deficit)	(53)	90,331	56,865		147,143
Other expenses:					
Selling, general and administrative	2,637	59,457	50,924		113,018
Depreciation and amortization	201	8,313	6,040		14,554
Severance and transaction-related costs	135		272		407
Other (income) expense	639	(767)	268		140
	3,612	67,003	57,504		128,119
Operating income (loss)	(3,665)	23,328	(639)		19,024
Interest expense, net	53,628	543	249		54,420
Income (loss) before income taxes	(57,293)	22,785	(888)		(35,396)
Income tax expense (benefit)		(1,191)	1,213		22
Income (loss) from continuing operations	(57,293)	23,976	(2,101)		(35,418)
Equity in earnings (loss) of subsidiaries	21,875	(1,655)		(20,220)	
Net income (loss)	(35,418)	22,321	(2,101)	(20,220)	(35,418)
Foreign currency translation adjustments	(85)	402	(2,445)	2,043	(85)
Net gain (loss) on intra-entity foreign currency transactions, net of tax	549	1,142	533	(1,675)	549
Other comprehensive income (loss)	464	1,544	(1,912)	368	464
Comprehensive income (loss)	\$ (34,954)	\$ 23,865	\$ (4,013)	\$ (19,852)	\$ (34,954)

**Table of Contents****Condensed Consolidating Statement of Cash Flows****Three Months Ended April 30, 2016****(in thousands)**

	<b>Issuer</b>	<b>Guarantors</b>	<b>Non-Guarantors</b>	<b>Eliminations</b>	<b>Consolidated</b>
Cash flows from operating activities:					
Net income (loss)	\$ (38,758)	\$ 30,167	\$ (8,650)	\$ (21,517)	\$ (38,758)
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:					
Loss (equity) in earnings of subsidiaries	(23,181)	1,664		21,517	
Depreciation and amortization	237	8,314	5,509		14,060
Amortization of lease rights and other assets			658		658
Amortization of debt issuance costs	2,013		89		2,102
Accretion of debt premium	(662)				(662)
Net accretion of unfavorable lease obligations		(62)			(62)
Loss on sale/retirement of property and equipment, net		98	4		102
Stock-based compensation expense (benefit)	(44)		11		(33)
(Increase) decrease in:					
Inventories		(57)	(7,130)		(7,187)
Prepaid expenses	(704)	(12,043)	(1,473)		(14,220)
Other assets	17	(1,179)	(316)		(1,478)
Increase (decrease) in:					
Trade accounts payable	47	(5,165)	6,252		1,134
Income taxes payable		(161)	(848)		(1,009)
Accrued interest payable	(25,343)		21		(25,322)
Accrued expenses and other liabilities	(214)	(7,501)	(7,438)		(15,153)
Deferred income taxes			(355)		(355)
Deferred rent expense		(547)	(64)		(611)
Net cash provided by (used in) operating activities	(86,592)	13,528	(13,730)		(86,794)
Cash flows from investing activities:					
Acquisition of property and equipment	(170)	(2,769)	(1,276)		(4,215)
Acquisition of intangible assets/lease rights		(11)	(80)		(91)

Net cash used in investing activities	(170)	(2,780)	(1,356)	(4,306)
Cash flows from financing activities:				
Proceeds from revolving credit facilities	68,000		48,864	116,864
Payments on revolving credit facilities				
Payment of debt issuance costs			(44)	(44)
Principal payments on capital lease		(58)		(58)
Intercompany activity, net	33,867	(15,895)	(17,972)	
Net cash provided by (used in) financing activities	101,867	(15,953)	30,848	116,762
Effect of foreign currency exchange rate changes on cash and cash equivalents		5,605	(1,250)	4,355
Net increase in cash and cash equivalents	15,105	400	14,512	30,017
Cash and cash equivalents, at beginning of period	2,664	3,394	12,813	18,871
Cash and cash equivalents, at end of period	17,769	3,794	27,325	48,888

**Table of Contents****Condensed Consolidating Statement of Cash Flows****Three Months Ended May 2, 2015****(in thousands)**

	<b>Issuer</b>	<b>Guarantors</b>	<b>Non-Guarantors</b>	<b>Eliminations</b>	<b>Consolidated</b>
Cash flows from operating activities:					
Net income (loss)	\$ (35,418)	\$ 22,321	\$ (2,101)	\$ (20,220)	\$ (35,418)
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:					
Loss (equity) in earnings of subsidiaries	(21,875)	1,655		20,220	
Depreciation and amortization	201	8,313	6,040		14,554
Amortization of lease rights and other assets			787		787
Amortization of debt issuance costs	1,976		60		2,036
Accretion of debt premium	(608)				(608)
Net accretion of unfavorable lease obligations		(79)	(5)		(84)
Loss on sale/retirement of property and equipment, net		156			156
Stock-based compensation benefit	(596)		(50)		(646)
(Increase) decrease in:					
Inventories		(3,451)	(6,880)		(10,331)
Prepaid expenses	(385)	(12,178)	(2,447)		(15,010)
Other assets	(32)	596	(1,086)		(522)
Increase (decrease) in:					
Trade accounts payable	11,707	675	(1,491)		10,891
Income taxes payable		(205)	(1,042)		(1,247)
Accrued interest payable	(25,334)		(237)		(25,571)
Accrued expenses and other liabilities	(1,234)	(3,846)	(2,820)		(7,900)
Deferred income taxes			613		613
Deferred rent expense		(32)	(302)		(334)
Net cash provided by (used in) operating activities	(71,598)	13,925	(10,961)		(68,634)
Cash flows from investing activities:					
Acquisition of property and equipment	(184)	(4,054)	(1,969)		(6,207)
Acquisition of intangible assets/lease rights		(11)	(33)		(44)



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Net cash used in investing activities	(184)	(4,065)	(2,002)	(6,251)
Cash flows from financing activities:				
Proceeds from revolving credit facilities	82,000		54,986	136,986
Payments on revolving credit facilities	(14,500)		(54,986)	(69,486)
Payment of debt issuance costs				
Principal payments on capital lease		(40)		(40)
Intercompany activity, net	2,010	(11,672)	9,662	
Net cash provided by (used in) financing activities	69,510	(11,712)	9,662	67,460
Effect of foreign currency exchange rate changes on cash and cash equivalents		2,374	(1,893)	481
Net increase (decrease) in cash and cash equivalents	(2,272)	522	(5,194)	(6,944)
Cash and cash equivalents, at beginning of period	3,480	4,009	19,897	27,386
Cash and cash equivalents, at end of period	1,208	4,531	14,703	20,442
Restricted cash, at end of period			2,016	2,016
Cash and cash equivalents and restricted cash, at end of period	1,208	4,531	16,719	22,458

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### **12. Subsequent Event**

On May 4, 2016, the Company entered into two exchange agreements, dated as of May 4, 2016 with certain funds managed by affiliates of Apollo Global Management, LLC (the "Apollo Funds"), pursuant to which the Company exchanged (i) \$174.4 million aggregate principal amount of its 10.50% Senior Subordinated Notes due 2017 (the "Existing Subordinated Notes") held by the Apollo Funds, for (ii) \$174.4 million aggregate principal amount of its newly-issued 10.50% PIK Senior Subordinated Notes due 2017 (the "New PIK Subordinated Notes"). The Existing Subordinated Notes had been acquired by the Apollo Funds in open market transactions. The Company has caused all \$174.4 million aggregate principal amount of the acquired Existing Subordinated Notes to be cancelled. The Apollo Funds are the indirect controlling shareholders of the Company.

The terms of the New PIK Subordinated Notes are substantially the same as those of the Existing Subordinated Notes except that interest, which accrues at 10.50% per annum from December 1, 2015, will be paid-in-kind ("PIK") with respect to the June 1, 2016 interest payment and may be PIK, paid in cash or paid 50% cash/50% PIK with respect to the December 1, 2016 interest payment. Interest on the New PIK Subordinated Notes and the Existing Subordinated Notes is payable semi-annually in June and December. The New PIK Subordinated Notes and the Existing Subordinated Notes will mature June 1, 2017.

The New PIK Subordinated Notes rank pari passu with the Existing Subordinated Notes, and both series are subordinated to all senior indebtedness of the Company and the Guarantors.

### **Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

Management's Discussion and Analysis of Financial Condition and Results of Operations is designed to provide the reader of the financial statements with a narrative on our results of operations, financial position and liquidity, risk management activities, and significant accounting policies and critical estimates. Management's Discussion and Analysis should be read in conjunction with the Unaudited Condensed Consolidated Financial Statements and related notes thereto contained elsewhere in this document.

We include a store in the calculation of same store sales once it has been in operation sixty weeks after its initial opening and, we include sales from e-commerce. A store which is temporarily closed, such as for remodeling, is removed from the same store sales computation if it is closed for one week or more. The removal is effective prospectively upon the completion of the first fiscal week of closure. A store which is closed permanently, such as upon termination of the lease, is immediately removed from the same store sales computation. We compute same store sales on a local currency basis, which eliminates any impact for changes in foreign currency rates.

### **Results of Consolidated Operations**

#### **Management Overview**

We are one of the world's leading specialty retailers of fashionable jewelry and accessories for young women, teens, tweens, and kids. Our vision is to be the emporium of choice for all girls (in age or attitude) across the world. We deliver this by offering a range of innovative, fun and affordable products and services that cater to all of her activities, as she grows up, whenever and wherever. Our broad and dynamic selection of merchandise is unique. We are organized into two operating segments: North America and Europe. We identify our operating segments by how we manage and evaluate our business activities. As of April 30, 2016, we operated a total of 2,831 company-operated stores of which 1,716 were located in all 50 states of the United States, Puerto Rico, Canada and the U.S. Virgin Islands (North America segment) and 1,115 stores were located in the United Kingdom, Switzerland, Austria,

Germany, France, Ireland, Spain, Portugal, Netherlands, Belgium, Poland, Czech Republic, Hungary, Italy and Luxembourg (Europe segment). We operate our stores under two brand names: *Claire's*® and *Icing*®.

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As of April 30, 2016, we also had a total of 733 concession stores, of which 243 were located in the United States and Canada (North America segment) and 490 stores were located in the United Kingdom, France, Spain, Austria, Germany, Italy, Portugal, Switzerland and Hungary (Europe segment).

As of April 30, 2016, we also franchised 579 stores in Japan, the Middle East, Turkey, Greece, Guatemala, Malta, India, Dominican Republic, El Salvador, Panama, Indonesia, Philippines, Costa Rica, Serbia, Sweden, Romania, Martinique, Pakistan, Thailand and Southern Africa. We account for the goods we sell to third parties under franchising agreements within Net sales and Cost of sales, occupancy and buying expenses (North America segment) in our Unaudited Condensed Consolidated Statements of Operations and Comprehensive Loss. The franchise fees we charge under the franchising agreements are reported in Other expense (income), net (North America segment) in our Unaudited Condensed Consolidated Statements of Operations and Comprehensive Loss.

*Claire's*® is our primary global brand that we operate through company-operated, concession stores, or franchise stores. *Claire's*® offers a differentiated and fun store experience with a treasure hunt setting that encourages our customer to visit often to explore and find merchandise that appeals to her. We believe by maintaining a highly relevant merchandise assortment and offering a compelling value proposition, *Claire's*® has universal appeal to teens, pre-teens and kids. *Claire's*® target customer is a girl between 3-18 years old for whom we create three distinct ranges: 3 to 6, 6 to 12 and 12 to 18.

*Icing*® is our second brand which we currently operate in North America through company-operated stores and in Middle East through franchised stores. *Icing*® offers an inspiring merchandise assortment of fashionable products that helps a young woman to say something about herself, whatever the occasion. Our *Icing*® brand targets a young woman in the 18-35 year age group with a focus on our core 21-25 year olds who have recently entered the workforce. This customer is independent, fashion-conscious, and has enhanced spending ability.

We provide our target customer groups with a significant selection of fashionable merchandise across a wide range of categories, all with a compelling value proposition. Our major categories of business are:

Jewelry: Includes earrings as well as our ear piercing service, necklaces, bracelets, body jewelry and rings; and

Accessories: Includes hairgoods; beauty products; room decor; personal, fashion, and seasonal accessories, including tech accessories such as phone cases, jewelry holders, stationery, key rings, attitude glasses, headwear, legwear, armwear, and sunglasses; and handbags and small leather goods.

In North America, our stores are located primarily in shopping malls. The differentiation of our *Claire's*® and *Icing*® brands allows us to operate multiple stores within a single location. In Europe, our stores are located primarily on high streets, in shopping malls and in high traffic urban areas.

Financial activity for the three months ended April 30, 2016 includes the following:

Net sales decrease of 6.4%;

Same store sales percentages;

	<b>Three Months Ended April 30, 2016</b>
Consolidated	(5.1)%
North America	(0.8)%
Europe	(12.7)%

Merchandise margin increase of 170 basis points; and

Operating income margin of 5.0 %.

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Operational activity for the three months ended April 30, 2016 includes the following:

Opened 41 concession stores;

Opened 2 new company-operated stores;

Closed 38 company-operated stores due to underperformance or lease renewal terms that did not meet our criteria;

Opened three new *Icing* ® franchise stores overseas.

A summary of our consolidated results of operations for the three months ended April 30, 2016 and May 2, 2015 are as follows (dollars in thousands):

	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Net sales	\$ 299,647	\$ 319,995
(Decrease) increase in same store sales	(5.1)%	(2.5)%
Gross profit percentage	47.2%	46.0%
Selling, general and administrative expenses as a percentage of net sales	35.9%	35.3%
Depreciation and amortization as a percentage of net sales	4.7%	4.5%
Operating income	\$ 14,994	\$ 19,024
Net loss	\$ (38,758)	\$ (35,418)
Number of company-operated stores at the end of the period	2,831	2,983
Number of concession stores at the end of the period	733	219

*Net sales*

Net sales for the three months ended April 30, 2016 decreased \$20.3 million, or 6.4%, from the three months ended May 2, 2015. The decrease was attributable to a decrease in same store sales of \$15.3 million, the effect of store closures of \$10.6 million, an unfavorable foreign currency translation effect of our non-U.S. net sales of \$1.6 million and decreased shipments to franchisees of \$1.3 million, partially offset by an increase in new concession store sales and new store sales of \$8.5 million. Net sales would have decreased 5.9% excluding the impact of foreign currency exchange rate changes.

For the three months ended April 30, 2016, the decrease in same store sales was primarily attributable to a decrease in average number of transactions per store of 17.8%, partially offset by an increase in average transaction value of 16.5%. The decrease in transactions was in part attributable to inventory shortages in our European segment that we

believe were a temporary condition associated with the merging of our North American and European buying functions into one global function. We have taken actions to correct this on ongoing basis.

The following table compares our sales of each product category for each of the periods presented:

<b>Product Category</b>	<b>Percentage of Total</b>	
	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Jewelry	47.9	49.2
Accessories	52.1	50.8
	100.0	100.0

**Table of Contents***Gross profit*

In calculating gross profit and gross profit percentages, we exclude the costs related to our distribution center and depreciation and amortization expense. These costs are included instead in Selling, general and administrative expenses in our Unaudited Condensed Consolidated Statements of Operations and Comprehensive Loss. Other retail companies may include these costs in cost of sales, so our gross profit percentages may not be comparable to those retailers.

During the three months ended April 30, 2016, gross profit percentage increased 120 basis points to 47.2% compared to 46.0% during the three months ended May 2, 2015. The increase in gross profit percentage consisted of a increase in merchandise margin of 170 basis points and by a 10 basis point decrease in buying and buying-related costs, partially offset by a 60 basis point increase in occupancy costs. The increase in merchandise margin percentage resulted primarily from lower freight costs and higher initial markups. The increase in occupancy costs, as a percentage of sales, resulted primarily from the deleveraging effect from a decrease in same store sales.

*Selling, general and administrative expenses*

During the three months ended April 30, 2016, selling, general and administrative expenses decreased \$5.3 million, or 4.7%, compared to the three months ended May 2, 2015. As a percentage of net sales, selling, general and administrative expenses increased 60 basis points compared to the three months ended May 2, 2015. Excluding a favorable \$0.7 million foreign currency translation effect, selling, general, and administrative expenses would have decreased \$4.6 million. Besides the foreign currency translation effect, the remainder of the decrease was primarily due to lower compensation and related expenses, partially offset by increased concession store commission expense.

*Depreciation and amortization expense*

During the three months ended April 30, 2016, depreciation and amortization expense decreased \$0.5 million to \$14.1 million compared to \$14.6 million for the three months ended May 2, 2015. Excluding a favorable \$0.1 million foreign currency translation effect, the decrease in depreciation and amortization expense would have been \$0.4 million.

*Other expense, net*

The following is a summary of other expense activity for the three months ended April 30, 2016 and May 2, 2015 (in thousands):

	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Foreign currency exchange loss, net	\$ 4,053	\$ 1,425
Royalty income	(1,103)	(1,248)
Other income	(5)	(37)
	<b>\$ 2,945</b>	<b>\$ 140</b>

*Interest expense, net*



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During the three months ended April 30, 2016, net interest expense aggregated \$55.1 million compared to \$54.4 million for the three months ended May 2, 2015. The increase is primarily due to increased borrowings under our Credit Facilities.

### *Income taxes*

The effective income tax rate for the three months ended April 30, 2016 was 3.3% compared to (0.1)% for the three months ended May 2, 2015. These effective income tax rates differed from the statutory

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federal income tax rate of 35% primarily from increases in the valuation allowance recorded for additional deferred tax assets generated primarily from operating losses in the three months ended April 30, 2016 and May 2, 2015, respectively, by our U.S. operations.

**Segment Operations**

We have two reportable segments North America and Europe. The following is a discussion of results of operations by reportable segment.

*North America*

Key statistics and results of operations for our North America segment are as follows (dollars in thousands):

	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Net sales	\$ 199,306	\$ 205,728
(Decrease) increase in same store sales	(0.8)%	(1.9)%
Gross profit percentage	49.9%	47.3%
Number of company-operated stores at the end of the period	1,716	1,832
Number of concession stores at the end of the period	243	22

During the three months ended April 30, 2016, net sales in North America decreased \$6.4 million, or 3.1%, from the three months ended May 2, 2015. The decrease was attributable to the effect of store closures of \$7.3 million, a decrease in same store sales of \$1.5 million, decreased shipments to franchisees of \$1.3 million and an unfavorable foreign currency translation effect of our non-U.S. net sales of \$0.8 million, partially offset by an increase in new concession store sales and new store sales of \$4.5 million. Sales would have decreased 2.8% excluding the impact from foreign currency exchange rate changes.

For the three months ended April 30, 2016, the decrease in same store sales was primarily attributable to a decrease in average number of transactions per store of 17.3%, partially offset by an increase in average transaction value of 21.9%.

During the three months ended April 30, 2016, gross profit percentage increased 260 basis points to 49.9% compared to 47.3% during the three months ended May 2, 2015. The increase in gross profit percentage consisted of a increase in merchandise margin of 250 basis points and by a 20 basis point decrease in occupancy costs, partially offset by a 10 basis point increase in buying and buying-related costs. The increase in merchandise margin resulted primarily from lower freight costs and higher initial markups. The decrease in occupancy costs, as a percentage of sales, was primarily caused by the leveraging effect of concession store sales, which do not have associated occupancy costs.

The following table compares our sales of each product category in North America for each of the periods presented:

**Percentage of Total**

<b>Product Category</b>	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Jewelry	53.3	55.8
Accessories	46.7	44.2
	100.0	100.0

**Table of Contents***Europe*

Key statistics and results of operations for our Europe segment are as follows (dollars in thousands):

	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Net sales	\$ 100,341	\$ 114,267
(Decrease) increase in same store sales	(12.7)%	(3.6)%
Gross profit percentage	41.6%	43.7%
Number of company-operated stores at the end of the period	1,115	1,151
Number of concession stores at the end of the period	490	197

During the three months ended April 30, 2016, net sales in Europe decreased \$13.9 million, or 12.2%, from the three months ended May 2, 2015. The decrease was attributable to a decrease in same stores sales of \$13.8 million, the effect of store closures of \$3.3 million and an unfavorable foreign currency translation effect of our non-U.S. net sales of \$0.8 million, partially offset by an increase in new concession store sales and new store sales of \$4.0 million. Sales would have decreased 11.5% excluding the impact from foreign currency exchange rate changes.

For the three months ended April 30, 2016, the decrease in same store sales was primarily attributable to a decrease in average number of transactions per store of 18.8%, partially offset by an increase in average transaction value of 7.4%. The decrease in transactions was in part attributable to inventory shortages caused by the merging of our North American and European buying functions into one global function. We have actions to correct this on ongoing basis.

During the three months ended April 30, 2016, gross profit percentage decreased 210 basis points to 41.6% compared to 43.7% during the three months ended May 2, 2015. The decrease in gross profit percentage consisted of a 250 basis point increase in occupancy costs and a 20 basis point decrease in merchandise margin, partially offset by a 60 basis point decrease in buying and buying-related costs. The increase in occupancy costs, as a percentage of sales, resulted primarily from the deleveraging effect from a decrease in same store sales. The increase in occupancy costs, as a percentage of sales, resulted primarily from the deleveraging effect from a decrease in same store sales.

The following table compares our sales of each product category in Europe for each of the periods presented:

	<b>Percentage of Total Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
<b>Product Category</b>		
Jewelry	37.4	37.8
Accessories	62.6	62.2
	100.0	100.0

**Liquidity and Capital Resources**

We anticipate that cash generated from operations and borrowings under our \$115.0 million U.S. Credit Facility and \$50.0 million Europe Credit Facility, which we collectively refer to as the Credit Facilities, will be sufficient to allow us to satisfy payments of interest on our indebtedness, to fund new store expenditures, and meet working capital requirements over the next twelve months. Cash interest on the outstanding Notes (as described below) will be approximately \$187.7 million (inclusive of Company's option to make a PIK election of \$9.2 million for the interest due on December 1, 2016 for the New PIK Subordinated Notes held by the Apollo Funds see Note Exchange below) in Fiscal 2016. We expect to fund these interest payments through a combination of cash from operations and borrowings under our Credit Facilities. However, our Senior Subordinated Notes and the New PIK Subordinated Notes will mature in June of Fiscal 2017 and our Credit Facilities will mature later in Fiscal 2017. We cannot make assurances that we will have the financial resources required to obtain, or that the conditions of the capital

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markets will support, any future refinancing, replacement or restructuring of those facilities and indebtedness. Our ability to make interest payments and meet operational liquidity needs will depend, in part, on our future operating performance and our ability to satisfy covenants under the Credit Facilities. In addition, our ability to refinance the Senior Subordinated Notes and the New PIK Subordinated Notes when they mature in Fiscal 2017, and to replace, renew or extend our Credit Facilities in 2017, will also depend in part on our future operating performance. Our future operating performance and liquidity, as well as our ability to refinance our indebtedness, may also be adversely affected by general economic, political and financial conditions, foreign currency exchange exposures, and other factors beyond our control, including those disclosed in Risk Factors in our Annual Report on Form 10-K for the fiscal year ended January 30, 2016.

A summary of cash flows provided by (used in) operating, investing and financing activities for the three months ended April 30, 2016 and May 2, 2015 is outlined in the table below (in thousands):

	<b>Three Months Ended April 30, 2016</b>	<b>Three Months Ended May 2, 2015</b>
Operating activities	\$ (86,794)	\$ (68,634)
Investing activities	(4,306)	(6,251)
Financing activities	116,762	67,460

*Cash flows from operating activities*

For the three months ended April 30, 2016, cash used in operations increased \$18.2 million compared to the prior year period. The primary reason for the increase was a decrease in operating income and net other items of \$4.3 million and an increase in working capital of \$13.9 million, excluding cash equivalents. For the three months ended May 2, 2015, cash used in operations increased \$20.0 million compared to the prior year period. The primary reason for the increase was a decrease in operating income and net other items of \$5.7 million and an increase in working capital of \$14.3 million, excluding cash equivalents.

*Cash flows from investing activities*

For the three months ended April 30, 2016, cash used in investing activities was \$4.3 million and consisted of \$4.3 million for capital expenditures. During the remainder of Fiscal 2016, we expect to spend between \$15.0 million and \$20.0 million of capital expenditures.

*Cash flows from financing activities*

For the three months ended April 30, 2016, cash provided by financing activities was \$116.8 million, which consisted primarily of net borrowings of \$116.8 million under the revolving U.S. Credit Facility. For the three months ended May 2, 2015, cash provided by financing activities was \$67.5 million, which consisted primarily of net borrowings of \$67.5 million under the revolving U.S. Credit Facility.

We or our affiliates have purchased and may, from time to time, purchase portions of our indebtedness. All of our purchases have been open market transactions.

*Cash Position*

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As of April 30, 2016, we had cash and cash equivalents of \$48.9 million and all cash equivalents were maintained in one money market fund invested exclusively in U.S. Treasury Securities.

In addition, as of April 30, 2016, our foreign subsidiaries held cash and cash equivalents of \$27.3 million. During the three months ended April 30, 2016, we repatriated cash held by foreign subsidiaries but did not accrue U.S. income taxes since the amount of our remaining U.S. net operating loss carryforwards was sufficient to offset the associated income tax liability. During the remainder of Fiscal 2016, we

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expect a portion of our foreign subsidiaries' future cash flow generation to be repatriated to the U.S. to meet certain liquidity needs. Based upon the amount of our remaining U.S. net operating loss carryforwards as of April 30, 2016, we do not expect to pay U.S. income tax on future Fiscal 2016 repatriations. When our U.S. net operating loss carryforwards are no longer available, we would be required to accrue and pay U.S. income taxes, net of any foreign tax credit benefit, on any such repatriation.

We anticipate that cash generated from operations, borrowings under our Credit Facilities, and future refinancings of our indebtedness will be sufficient to allow us to satisfy payments of interest and principal on our indebtedness as they become due, to fund new store expenditures, and future working capital requirements in both the next twelve months and over the longer term. However, this will depend, in part, on our future operating performance. Our future operating performance and liquidity, as well as our ability to refinance our indebtedness, may be adversely affected by general economic, financial, and other factors beyond our control, including those disclosed in *Risk Factors* in our Annual Report on Form 10-K for the fiscal year ended January 30, 2016.

*Note Exchange*

On May 4, 2016, the Company entered into two exchange agreements, dated as of May 4, 2016 with certain funds managed by affiliates of Apollo Global Management, LLC (the *Apollo Funds*), pursuant to which the Company exchanged (i) \$174.4 million aggregate principal amount of its 10.50% Senior Subordinated Notes due 2017 (the *Existing Subordinated Notes*) held by the Apollo Funds, for (ii) \$174.4 million aggregate principal amount of its newly-issued 10.50% PIK Senior Subordinated Notes due 2017 (the *New PIK Subordinated Notes*). The Existing Subordinated Notes had been acquired by the Apollo Funds in open market transactions. The Company has caused all \$174.4 million aggregate principal amount of the acquired Existing Subordinated Notes to be cancelled. The Apollo Funds are the indirect controlling shareholders of the Company.

The terms of the New PIK Subordinated Notes are substantially the same as those of the Existing Subordinated Notes except that interest, which accrues at 10.50% per annum from December 1, 2015, will be paid-in-kind (PIK) with respect to the June 1, 2016 interest payment and may be PIK, paid in cash or paid 50% cash/50% PIK with respect to the December 1, 2016 interest payment. Interest on the New PIK Subordinated Notes and the Existing Subordinated Notes is payable semi-annually in June and December. The New PIK Subordinated Notes and the Existing Subordinated Notes will mature June 1, 2017.

The New PIK Subordinated Notes rank pari passu with the Existing Subordinated Notes, and both series are subordinated to all senior indebtedness of the Company and the Guarantors.

*U.S. Revolving Credit Facility*

We are party to an Amended and Restated Credit Agreement, dated as of September 20, 2012, by and among Claire's Inc. (Parent), the Company, Credit Suisse AG, as Administrative Agent, and the other Lenders named therein, as amended (the *U.S. Credit Facility*), which provides for a \$115.0 million five-year senior secured revolving credit facility maturing September 20, 2017.

Borrowings under the U.S. Credit Facility bear interest at a rate equal to, at our option, either (a) an alternate base rate determined by reference to the higher of (1) the prime rate in effect on such day, (2) the federal funds effective rate plus 0.50% and (3) the one-month LIBOR rate plus 1.00%, or (b) a LIBOR rate with respect to any Eurodollar borrowing, determined by reference to the costs of funds for U.S. dollar deposits in the London Interbank Market for the interest period relevant to such borrowing, adjusted for certain additional costs, in each case plus an applicable margin of 4.50% for LIBOR rate loans and 3.50% for alternate base rate loans. We also pay a facility fee of 0.50% per



annum of the committed amount of the U.S. Credit Facility whether or not utilized.

All obligations under the U.S. Credit Facility are unconditionally guaranteed by (i) Claire's Inc., our parent corporation, prior to an initial public offering of our stock, and (ii) our existing and future direct or indirect wholly-owned domestic subsidiaries, subject to certain exceptions.

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All obligations under the U.S. Credit Facility, and the guarantees of those obligations, are secured, subject to certain exceptions and permitted liens, by a first priority lien on, (i) all of our capital stock, prior to an initial public offering of our stock, and (ii) substantially all of our material owned assets and the material owned assets of subsidiary guarantors, limited in the case of equity interests held by us or any subsidiary guarantor in a foreign subsidiary, to 100% of the non-voting equity interests and 65% of the voting equity interests of such foreign subsidiary held directly by us or a subsidiary guarantor. The liens securing the U.S. Credit Facility rank equally to the liens securing the 6.125% Senior Secured First Lien Notes and the 9.0% Senior Secured First Lien Notes due 2019 (the "9.0% Senior Secured First Lien Notes").

The U.S. Credit Facility contains customary provisions relating to mandatory prepayments, voluntary payments, affirmative and negative covenants, and events of default. In addition, so long as the revolving loans and letters of credit outstanding exceed \$15 million, we are required to maintain, at each borrowing date measured at the end of the prior fiscal quarter (but reflecting borrowings and repayments under the U.S. Credit Facility through the measurement date) and at the end of each fiscal quarter, a maximum Total Net Secured Leverage Ratio based upon the ratio of our net senior secured first lien debt to adjusted earnings before interest, taxes, depreciation and amortization for the period of four consecutive fiscal quarters most recently ended. Effective September 10, 2015, we amended the provisions in our U.S. Credit Facility to increase the maximum Total Net Secured Leverage Ratio. Commencing with the third quarter of Fiscal 2015, the maximum ratio is 6.75:1.0 for all quarters through the end of Fiscal 2016 except the fourth quarters of Fiscal 2015 and Fiscal 2016 when the ratio will be 6.35:1.0. As of April 30, 2016, our revolving loans and letters of credit outstanding exceeded \$15.0 million, and our Total Net Secured Leverage Ratio was 6.42:1.0.

The U.S. Credit Facility also contains various covenants that limit our ability to engage in specified types of transactions. These covenants, subject to certain exceptions and other basket amounts, limit our and our subsidiaries ability to, among other things:

incur additional indebtedness or issue certain preferred shares;

pay dividends on, repurchase or make distributions in respect of our capital stock or make other restricted payments;

make certain investments;

sell certain assets;

create liens;

consolidate, merge, sell or otherwise dispose of all or substantially all of our assets; and

enter into certain transactions with our affiliates.

A breach of any of these covenants could result in an event of default. Upon the occurrence of an event of default, the Lenders could elect to declare all amounts outstanding under the U.S. Credit Facility to be immediately due and payable and terminate all commitments to extend further credit. Such actions by those Lenders could cause cross defaults under our other indebtedness. If we were unable to repay those amounts, the Lenders under the U.S. Credit Facility could proceed against the collateral granted to them to secure that indebtedness. As of April 30, 2016, we were in compliance with the covenants.

As of April 30, 2016, we had \$110.2 million of borrowings and \$4.7 million of letters of credit outstanding.

*Note Covenants*

Our Senior Subordinated Notes, New PIK Subordinated Notes, Senior Secured Second Lien Notes, 9.0% Senior Secured First Lien Notes, 6.125% Senior Secured First Lien Notes, and 7.75% Senior Notes (collectively, the Notes ) also contain various covenants that limit our ability to engage in specified types of transactions. These covenants, subject to certain exceptions and other basket amounts, limit our and our subsidiaries' ability to, among other things:

incur additional indebtedness;

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pay dividends or distributions on our capital stock, repurchase or retire our capital stock and redeem, repurchase or defease any subordinated indebtedness;

make certain investments;

create or incur certain liens;

create restrictions on the payment of dividends or other distributions to us from our subsidiaries;

transfer or sell assets;

engage in certain transactions with our affiliates; and

merge or consolidate with other companies or transfer all or substantially all of our assets.

Certain of these covenants, such as limitations on our ability to make certain payments such as dividends, or incur debt, will no longer apply if the Notes have investment grade ratings from both of the rating agencies of Moody's Investor Services, Inc. ( "Moody's") and Standard & Poor's Ratings Group ( "S&P") and no event of default has occurred. Since the date of issuance of the Notes, the Notes have not received investment grade ratings from Moody's or S&P. Accordingly, all of the covenants under the Notes currently apply to us. None of these Note covenants, however, require us to maintain any particular financial ratio or other measure of financial performance. As of April 30, 2016, we were in compliance with the covenants under the Notes.

### *Europe Revolving Credit Facility*

Certain of our European subsidiaries are parties to the Europe Credit Facility, entered into in October 2014. In July 2015, we amended the Europe Credit Facility to increase the size from Euro 35 million to USD 50 million. The Europe Credit Facility will terminate on August 20, 2017. Loans under the Europe Credit Facility bear interest at 2.50% per annum plus the Euro Interbank Offered Rate as in effect for interest periods of one, three or six months or any other period agreed upon. The Europe Credit Facility also provides for a facility fee of 0.875% per annum on the unused amount of the facility.

All obligations under the Europe Credit Facility are unconditionally and fully guaranteed by Claire's Gibraltar and certain of its existing direct or indirect wholly-owned European subsidiaries, subject to certain exceptions and limitations.

The Europe Credit Facility contains customary affirmative and negative covenants applicable to Claire's Gibraltar and its subsidiaries, events of default and provisions relating to mandatory and voluntary payments, which include an annual requirement that for at least five successive Business Days in each year no loans under the Europe Credit Facility may be outstanding. The Europe Credit Facility also contains covenants that require Claire's Gibraltar to maintain particular financial ratios so long as any amounts are outstanding under the facility: a Fixed Charge Cover Ratio not lower than 1.5:1.0 based upon the ratio of adjusted earnings before interest, taxes, depreciation, amortization, and rent to net interest and rent for each period of four consecutive fiscal quarters and a Leverage Ratio

not more than 1.5:1.0 based upon the ratio of net debt to adjusted earnings before interest, taxes, depreciation and amortization for each period of four consecutive fiscal quarters. As of April 30, 2016, Claire's Gibraltar's Fixed Charge Cover Ratio was 1.6:1.0 and its Leverage Ratio was 0.45:1.0.

As of April 30, 2016, we had \$50.0 million of borrowings.

#### *Europe Bank Credit Facilities*

In addition to the Europe Credit Facility, our non-U.S. subsidiaries have bank credit facilities totaling \$2.3 million. These facilities are used for working capital requirements, letters of credit and various guarantees. These credit facilities have been arranged in accordance with customary lending practices in their respective countries of operation. As of April 30, 2016, we had a reduction of \$2.1 million for outstanding bank guarantees, which reduces the borrowing availability to \$0.2 million as of that date.

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*Parent Company Registration Statement Filing*

On May 3, 2013, Claire's Inc., our Parent, filed a registration statement with the Securities and Exchange Commission for an initial public offering of Claire's Inc.'s common stock.

**Critical Accounting Policies and Estimates**

Our Unaudited Condensed Consolidated Financial Statements have been prepared in accordance with U.S. generally accepted accounting principles. Preparation of these statements requires management to make judgments and estimates. Some accounting policies have a significant impact on amounts reported in these financial statements. A summary of significant accounting policies and a description of accounting policies that are considered critical may be found in our Fiscal 2015 Annual Report on Form 10-K, filed on April 26, 2016, in the Notes to Consolidated Financial Statements, Note 2 – Summary of Significant Accounting Policies, and the Critical Accounting Policies and Estimates section contained in the Management's Discussion and Analysis of Financial Condition and Results of Operations therein.

Goodwill and indefinite-lived intangible assets are subject to impairment assessments at least annually (or more frequently when events or circumstances indicate that an impairment may have occurred) by applying a fair-value test. These fair value estimates require significant management judgment and are based on the best information available at the time of the analysis. Our principal intangible assets, other than goodwill, are tradenames, franchise agreements, and leases that existed as of the date that the Company was acquired in May 2007, which had terms that were favorable to market at that date. Our annual impairment testing for Fiscal 2015 resulted in a recognition of non-cash impairment charges of \$125.0 million, \$29.0 million and \$1.1 million, relating to goodwill, intangible assets and long-lived assets, respectively. We expect to next perform our annual impairment analysis during the fourth fiscal quarter of Fiscal 2016, and we may be required to recognize additional impairment charges at that time or in the future.

**Recent Accounting Pronouncements**

See Note 2 – Recent Accounting Pronouncements, in the Notes to the Unaudited Condensed Consolidated Financial Statements.

**Cautionary Note Regarding Forward-Looking Statements and Risk Factors**

We and our representatives may from time to time make written or oral forward-looking statements, including statements contained in this and other filings with the Securities and Exchange Commission and in our press releases and reports we issue publicly. All statements which address operating performance, events or developments that we expect or anticipate will occur in the future, including statements relating to our future financial performance, business strategy, planned capital expenditures, ability to service our debt, and new store openings for future periods, are forward-looking statements. The forward-looking statements are and will be based on management's then current views and assumptions regarding future events and operating performance, and we assume no obligation to update any forward-looking statement. Forward-looking statements involve known or unknown risks, uncertainties and other factors, including changes in estimates and judgments discussed under – Critical Accounting Policies and Estimates which may cause our actual results, performance or achievements, or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. The forward-looking statements may use the words expect, anticipate, plan, intend, project, may, believe, for similar expressions. Some of these risks, uncertainties and other factors are as follows: our level of indebtedness; general economic conditions; changes in consumer preferences and consumer spending; unwillingness of vendors and

service providers to supply goods or services pursuant to historical customary credit arrangements; competition; general political and social

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conditions such as war, political unrest and terrorism; natural disasters or severe weather events; currency fluctuations and exchange rate adjustments; failure to maintain our favorable brand recognition; failure to successfully market our products through other channels, such as e-commerce; uncertainties generally associated with the specialty retailing business, such as decreases in mall traffic; disruptions in our supply of inventory; inability to increase same store sales; inability to renew, replace or enter into new store leases on favorable terms; increase in our cost of merchandise; significant increases in our merchandise markdowns or promotional sales; inability to grow our Company operated store base in North America and Europe, or expand our international store base through franchise or similar licensing arrangements, or expand our store base through concessions; inability to design and implement new information systems; data security breaches of confidential information or other cyber attacks; delays in anticipated store openings or renovations; results from any future asset impairment analysis; changes in applicable laws, rules and regulations, including changes in North America and Europe, or other international laws and regulations governing the sale of our products, particularly regulations relating to heavy metal and chemical content in our products; changes in anti-bribery laws; changes in employment laws, including laws relating to overtime pay, tax laws and import laws; product recalls; loss of key members of management; increase in the costs of healthcare for our employees; increases in the cost of labor; labor disputes; increases in the cost of borrowings; unavailability of additional debt or equity capital; and the impact of our substantial indebtedness on our operating income and our ability to grow. The Company undertakes no obligation to update or revise any forward-looking statements to reflect subsequent events or circumstances. In addition, we typically earn a disproportionate share of our operating income in the fourth quarter due to seasonal buying patterns, which are difficult to forecast with certainty. Additional discussion of these and other risks and uncertainties is contained elsewhere in this Item 2, in Item 3, Quantitative and Qualitative Disclosures About Market Risk and in our Form 10-K for Fiscal 2015 under Statement Regarding Forward-Looking Disclosures and Risk Factors.

**Item 3. Quantitative and Qualitative Disclosures About Market Risk***Cash and Cash Equivalents*

We have significant amounts of cash and cash equivalents, at financial institutions that are in excess of federally insured limits. With the current financial environment, we cannot be assured that we will not experience losses on our deposits. We mitigate this risk by investing in money market funds that are invested exclusively in U.S. Treasury securities and by maintaining bank accounts with a group of credit worthy financial institutions. As of April 30, 2016, all cash equivalents were maintained in one money market fund that was invested exclusively in U.S. Treasury securities and our restricted cash was deposited with a significant and credit worthy financial institution.

*Interest Rates*

As of April 30, 2016, we had fixed rate debt of \$2,373.3 million and variable rate debt of \$160.2 million. Based on our variable rate balance as of April 30, 2016, a 1% change in interest rates would increase or decrease our annual interest expense by approximately \$1.6 million.

*Foreign Currency*

We are exposed to market risk from foreign currency exchange rate fluctuations on the United States dollar ( USD or dollar ) value of foreign currency denominated transactions and our investments in foreign subsidiaries. We manage this exposure to market risk through our regular operating and financing activities, and may from time to time, use foreign currency options. Exposure to market risk for changes in foreign currency exchange rates relates primarily to our foreign operations buying, selling, and financing activities in currencies other than local currencies and to the



carrying value of our net investments in foreign subsidiaries. As of April 30, 2016, we maintained no foreign currency options. We generally do not hedge the translation exposure related to our net investment in foreign subsidiaries. Included in Comprehensive loss are \$13.1 million and \$0.5 million, net of tax, reflecting the unrealized gain (loss) on foreign currency translations and intra-entity foreign currency transactions during the three months ended April 30, 2016 and May 2, 2015, respectively.

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Certain of our subsidiaries make significant USD purchases from Asian suppliers, particularly in China. Until July 2005, the Chinese government pegged its currency, the yuan renminbi ( RMB ), to the USD, adjusting the relative value only slightly and on infrequent occasion. Many people viewed this practice as leading to a substantial undervaluation of the RMB relative to the USD and other major currencies, providing China with a competitive advantage in international trade. China now allows the RMB to float to a limited degree against a basket of major international currencies, including the USD, the euro and the Japanese yen. The official exchange rate has historically remained stable; however, there are no assurances that this currency exchange rate will continue to be as stable in the future due to the Chinese government's adoption of a floating rate with respect to the value of the RMB against foreign currencies. While the international reaction to the RMB revaluation has generally been positive, there remains significant international pressure on China to adopt an even more flexible and more market-oriented currency policy that allows a greater fluctuation in the exchange rate between the RMB and the USD. This floating exchange rate, and any appreciation of the RMB that may result from such rate, could have various effects on our business, which include making our purchases of Chinese products more expensive. If we are unable to negotiate commensurate price decreases from our Chinese suppliers, these higher prices would eventually translate into higher costs of sales, which could have a material adverse effect on our results of operations.

The results of operations of our foreign subsidiaries, when translated into U.S. dollars, reflect the average foreign currency exchange rates for the months that comprise the periods presented. As a result, if foreign currency exchange rates fluctuate significantly from one period to the next, results in local currency can vary significantly upon translation into U.S. dollars. Accordingly, fluctuations in foreign currency exchange rates, most notably the strengthening of the dollar against the euro, could have a material impact on our revenue growth in future periods.

*General Market Risk*

Our competitors include department stores, specialty stores, mass merchandisers, discount stores and other retail and internet channels. Our operations are impacted by consumer spending levels, which are affected by general economic conditions, consumer confidence, employment levels, availability of consumer credit and interest rates on credit, consumer debt levels, consumption of consumer staples including food and energy, consumption of other goods, adverse weather conditions and other factors over which we have little or no control. The increase in costs of such staple items has reduced the amount of discretionary funds that consumers are willing and able to spend for other goods, including our merchandise. Should there be continued volatility in food and energy costs, sustained recession in the United States and Europe, rising unemployment and continued declines in discretionary income, our revenue and margins could be significantly affected in the future. We cannot predict whether, when or the manner in which the economic conditions described above will change. See also Cautionary Note Regarding Forward Looking Statements and Risk Factors.

**Item 4. Controls and Procedures**  
***Disclosure Controls and Procedures***

We carried out an evaluation, under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, of the effectiveness of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934), as of the end of the period covered by this Quarterly Report. Based upon that evaluation, our Chief Executive Officer and Chief Financial Officer concluded that as of the end of the period covered by this Quarterly Report our disclosure controls and procedures were effective in ensuring that information required to be disclosed by us in the reports that we file or submit under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods

specified in the Securities Exchange Commission's rules and forms, and that such information is accumulated and communicated to our management, including each of such officers as appropriate to allow timely decisions regarding required disclosure.

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***Changes in Internal Controls over Financial Reporting***

No changes in our internal control over financial reporting have been made during the quarter ended April 30, 2016, that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

**PART II. OTHER INFORMATION**

**Item 1. Legal Proceedings**

We are, from time to time, involved in routine litigation incidental to the conduct of our business, including litigation instituted by persons injured upon premises under our control; litigation regarding the merchandise that we sell, including product and safety concerns regarding content in our merchandise; litigation with respect to various employment matters, including wage and hour litigation; litigation with present and former employees; and litigation regarding intellectual property rights. Although litigation is routine and incidental to the conduct of our business, like any business of our size which employs a significant number of employees and sells a significant amount of merchandise, such litigation can result in large monetary awards when judges, juries or other finders of facts do not agree with management's evaluation of possible liability or outcome of litigation. Accordingly, the consequences of these matters cannot be finally determined by management. However, in the opinion of management, we believe that current pending litigation will not have a material adverse effect on our financial results.

**Item 1A. Risk Factors**

There have been no material changes in our risk factors disclosed in our Annual Report on Form 10-K for the year ended January 30, 2016.

**Item 6. Exhibits**

- 4.1 Indenture, dated as of May 4, 2016, among Claire's Stores, Inc., the Guarantors named therein and The Bank of New York Mellon Trust Company, N.A., as Trustee (1)
- 4.2 Form of 10.50% PIK Senior Subordinated Note due 2017 (included in Exhibit 4.1) (1)
- 10.1 Exchange Agreement, dated as of May 4, 2016 among Claire's Stores, Inc., the Guarantors named therein and the Institutional Investors named therein (1)
- 10.2 Exchange Agreement, dated as of May 4, 2016 among Claire's Stores, Inc., the Guarantors named therein and the Institutional Investor named therein (1)
- 10.3 Employment Agreement dated as of May 5, 2016 between Claire's Stores, Inc. and Ron Marshall (2)
- 31.1 Certification of Chief Executive Officer pursuant to Rule 13a-14(a)/15d-14(a). (3)
- 31.2 Certification of Chief Financial Officer pursuant to Rule 13a-14(a)/15d-14(a). (3)



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32.1	Certification of Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. (3)
32.2	Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. (3)
101.INS	XBRL Instance Document
101.SCH	XBRL Taxonomy Extension Schema
101.CAL	XBRL Taxonomy Extension Calculation Linkbase Document
101.DEF	XBRL Taxonomy Extension Definition Linkbase Document
101.LAB	XBRL Taxonomy Extension Label Linkbase Document
101.PRE	XBRL Taxonomy Extension Presentation Linkbase Document

- (1) Incorporated by reference from Form 8-K on May 5, 2016.
- (2) Incorporated by reference from Form 8-K on May 5, 2016.
- (3) Filed herewith.

**Items 2, 3, 4 and 5 of Part II are not applicable and have been omitted.**

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**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 thereunto duly authorized.

CLAIRE S STORES, INC.

June 13, 2016

By: /s/ Ron Marshall  
Ron Marshall, Chief Executive Officer (principal executive officer)

June 13, 2016

By: /s/ J. Per Brodin  
J. Per Brodin, Executive Vice President and Chief Financial Officer (principal financial and accounting officer)

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